

FIG. 1A

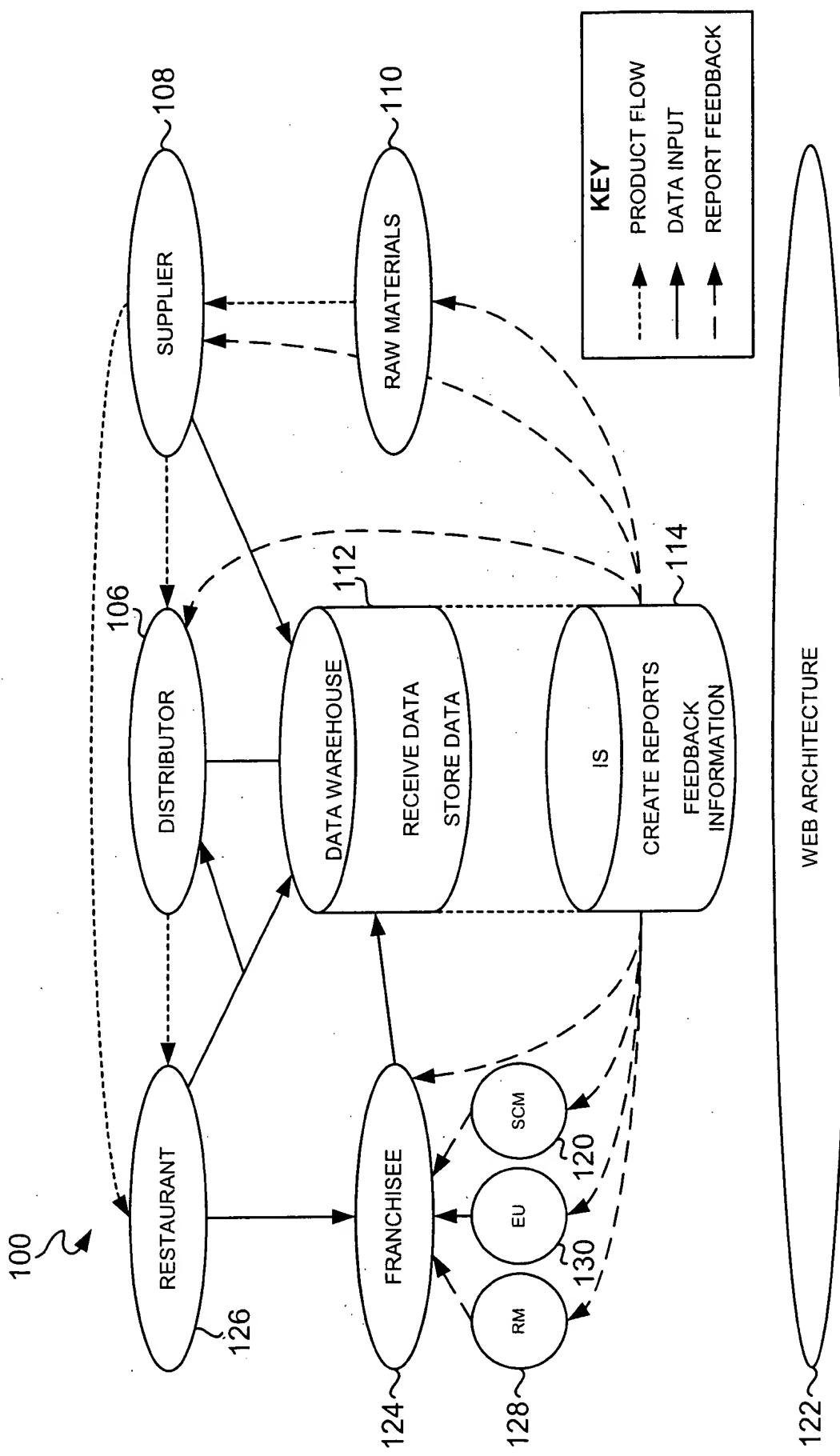


FIG. 1B

1031410-5594445600

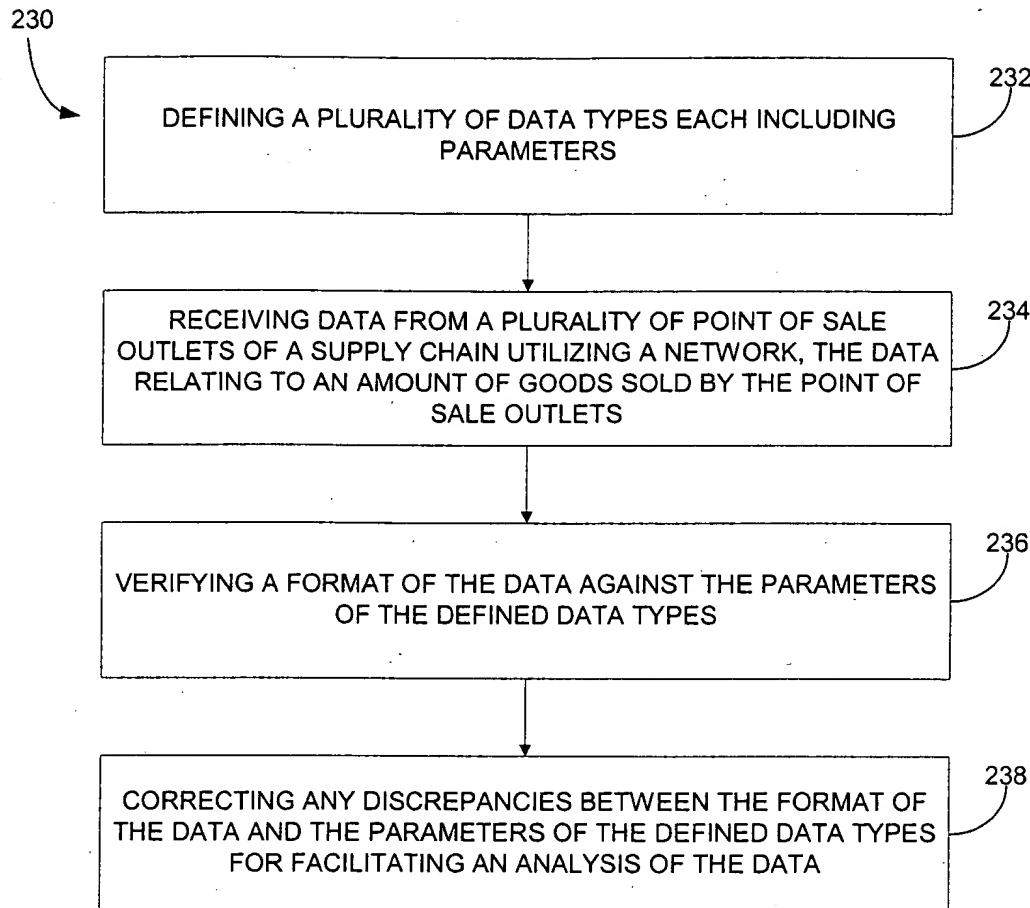


FIG. 2

09824466 0442904

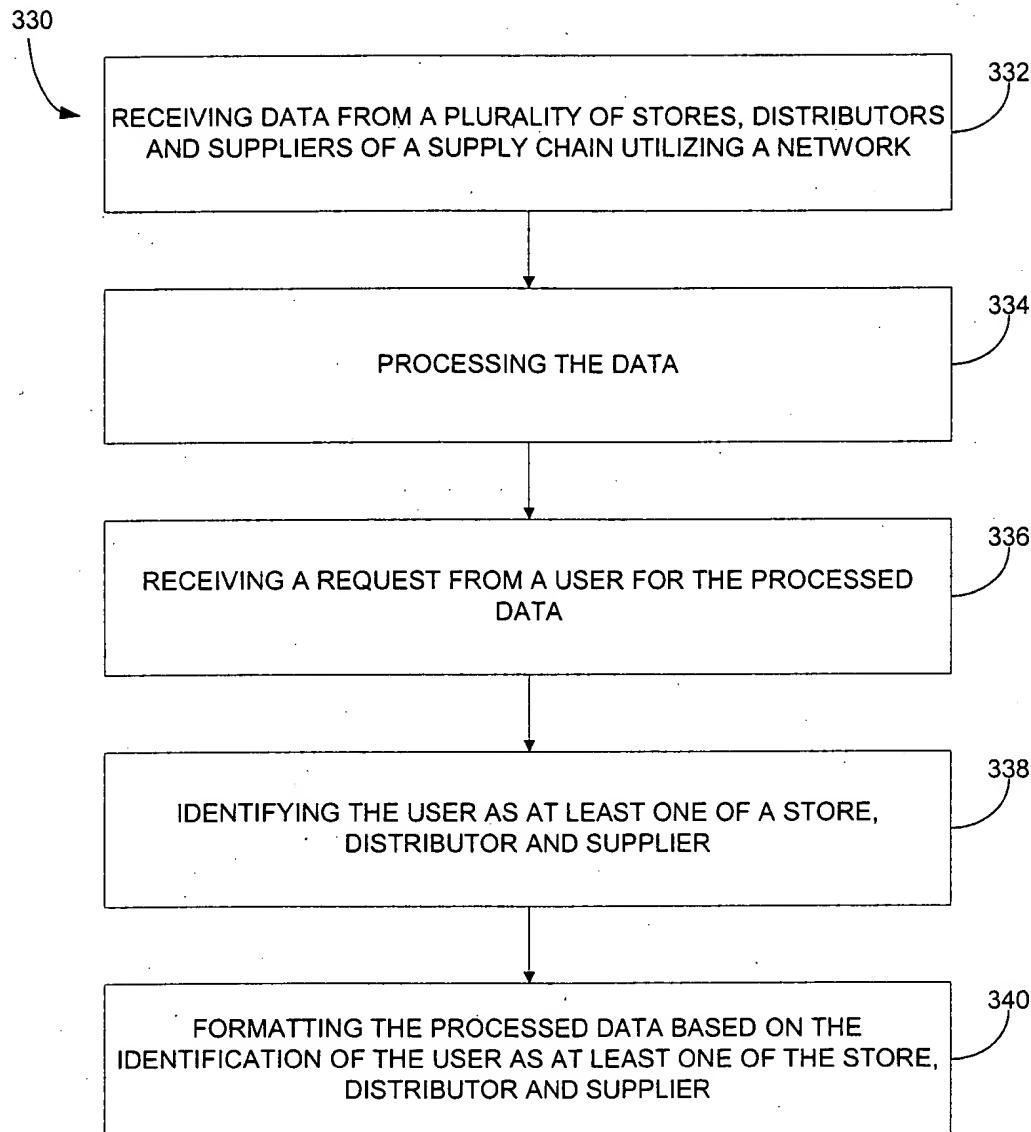


FIG. 3

09834465 "04930404

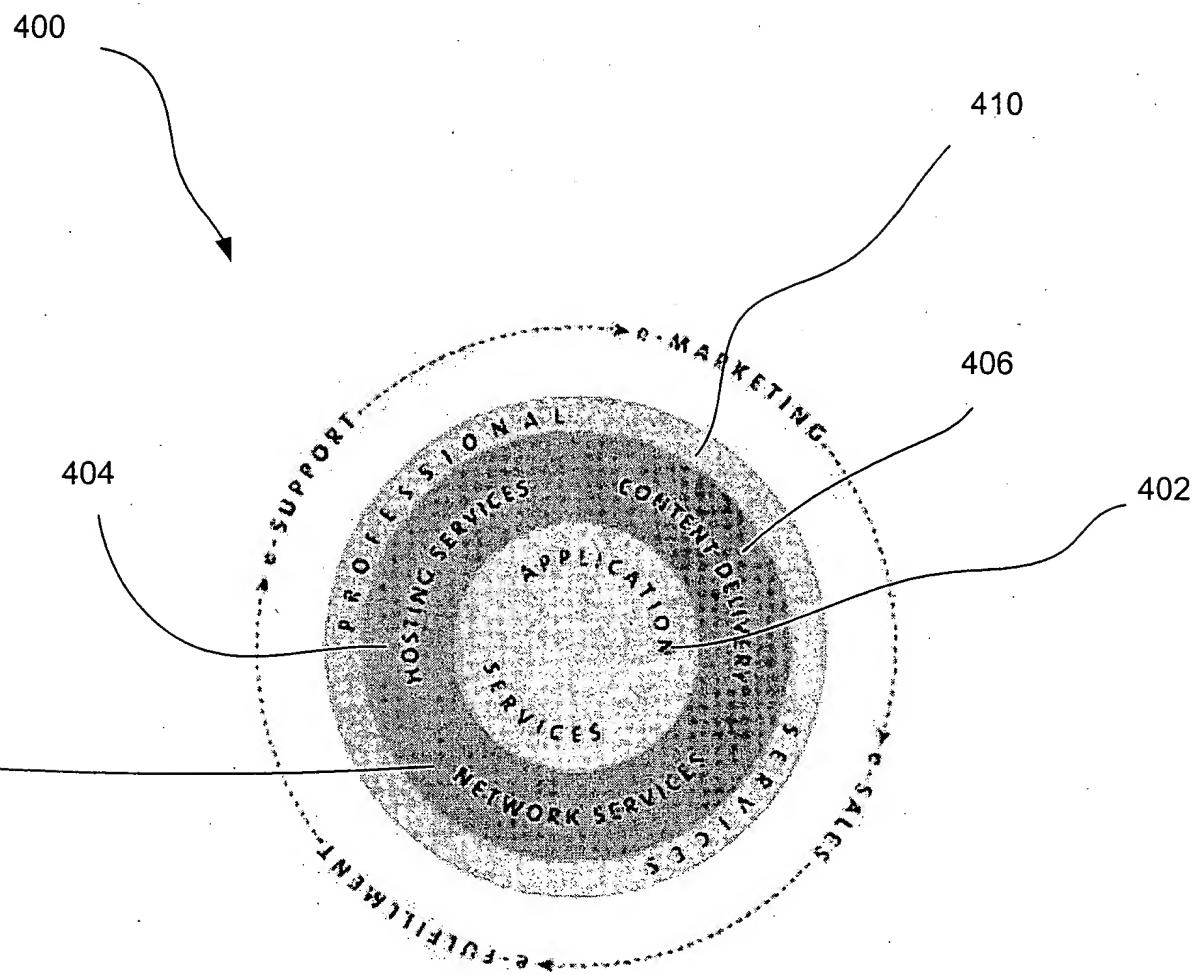


Fig. 4

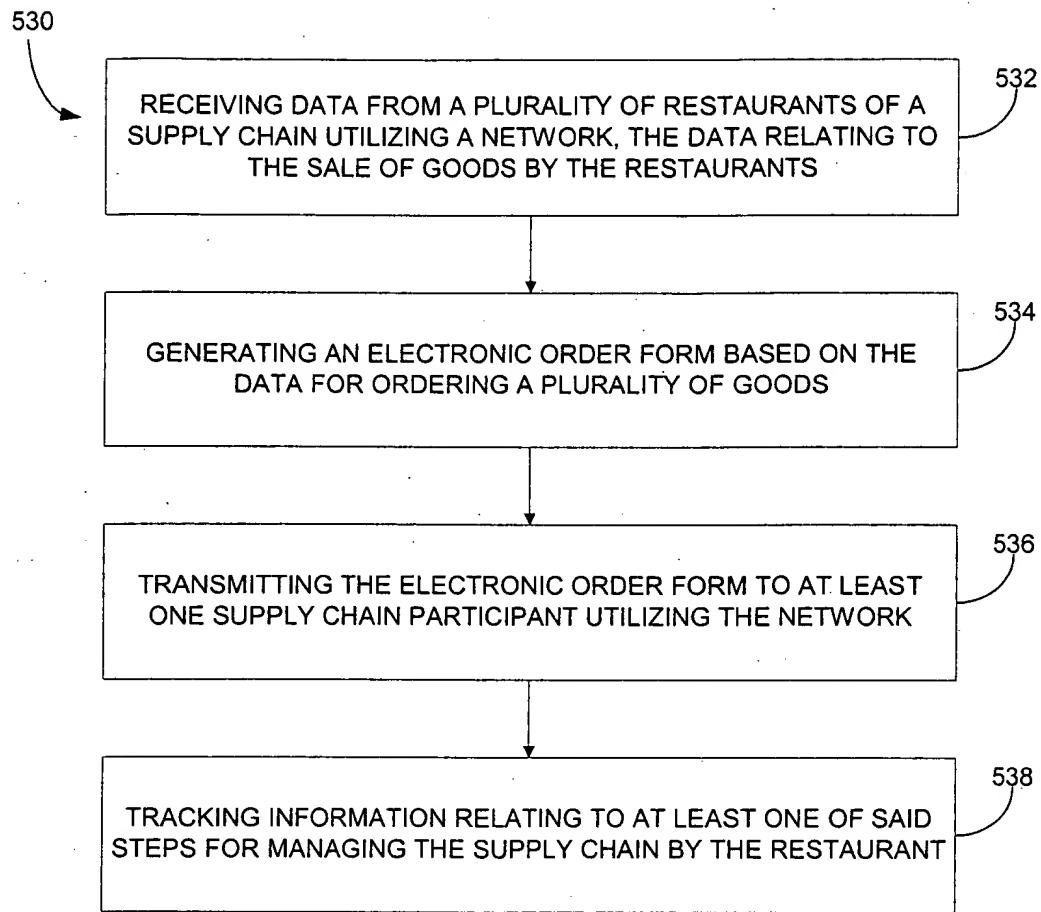


FIG. 5

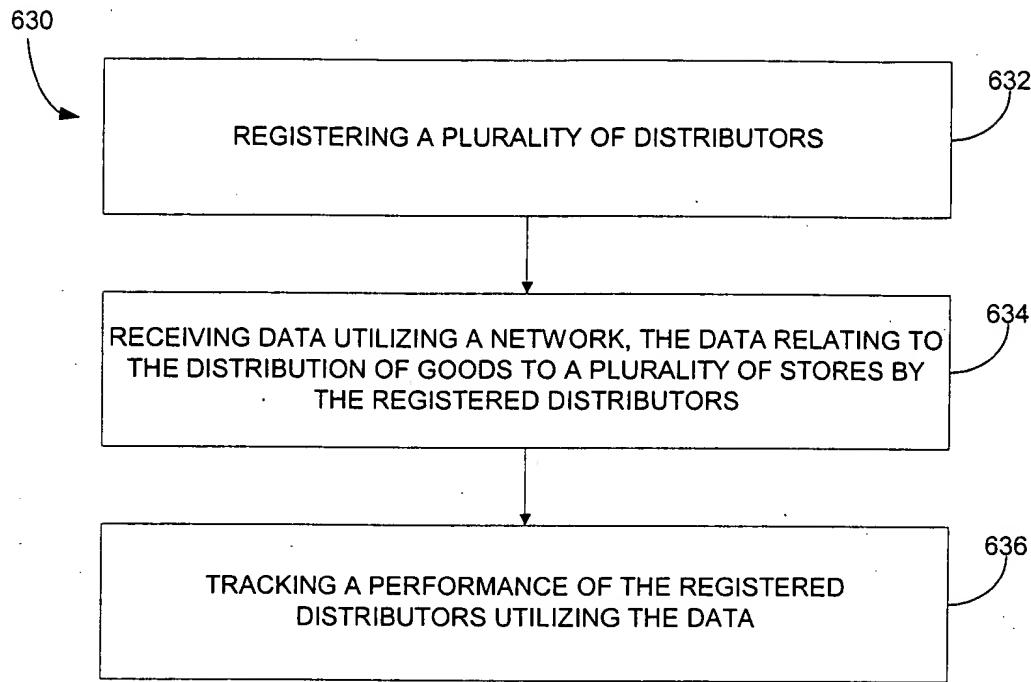


FIG. 6

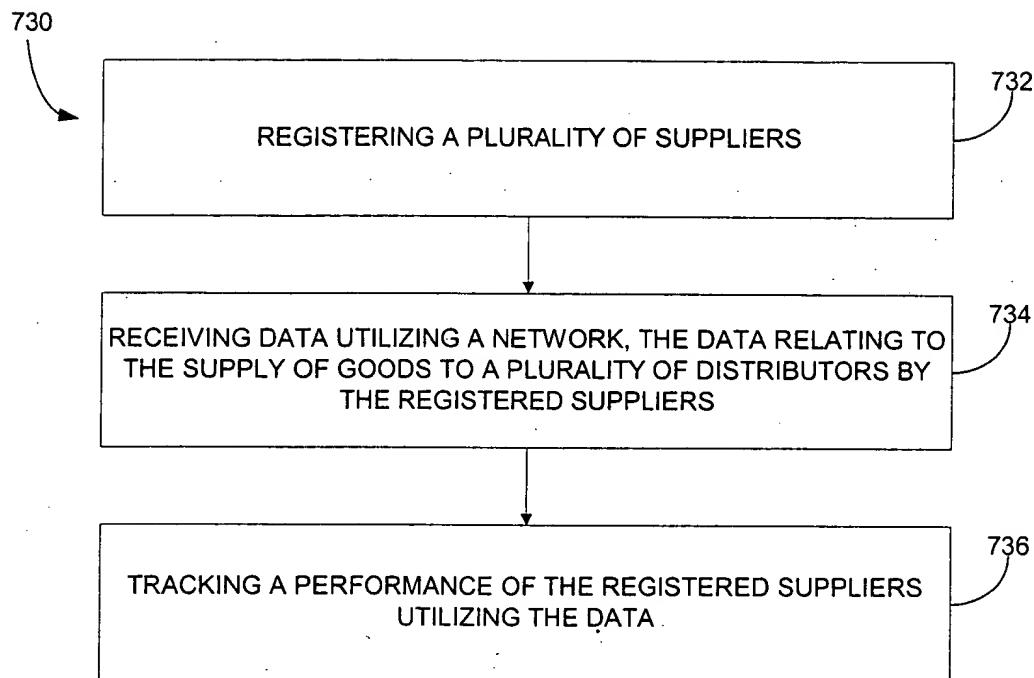


FIG. 7

09834465 04304

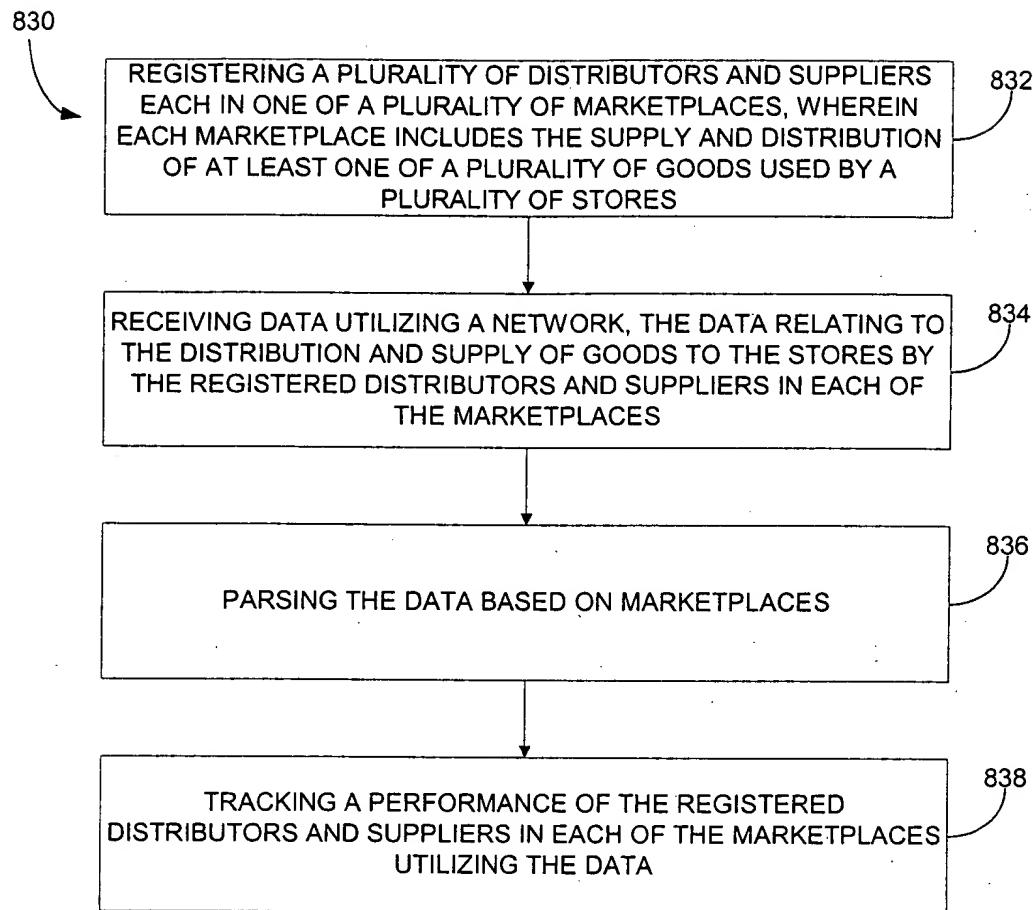


FIG. 8

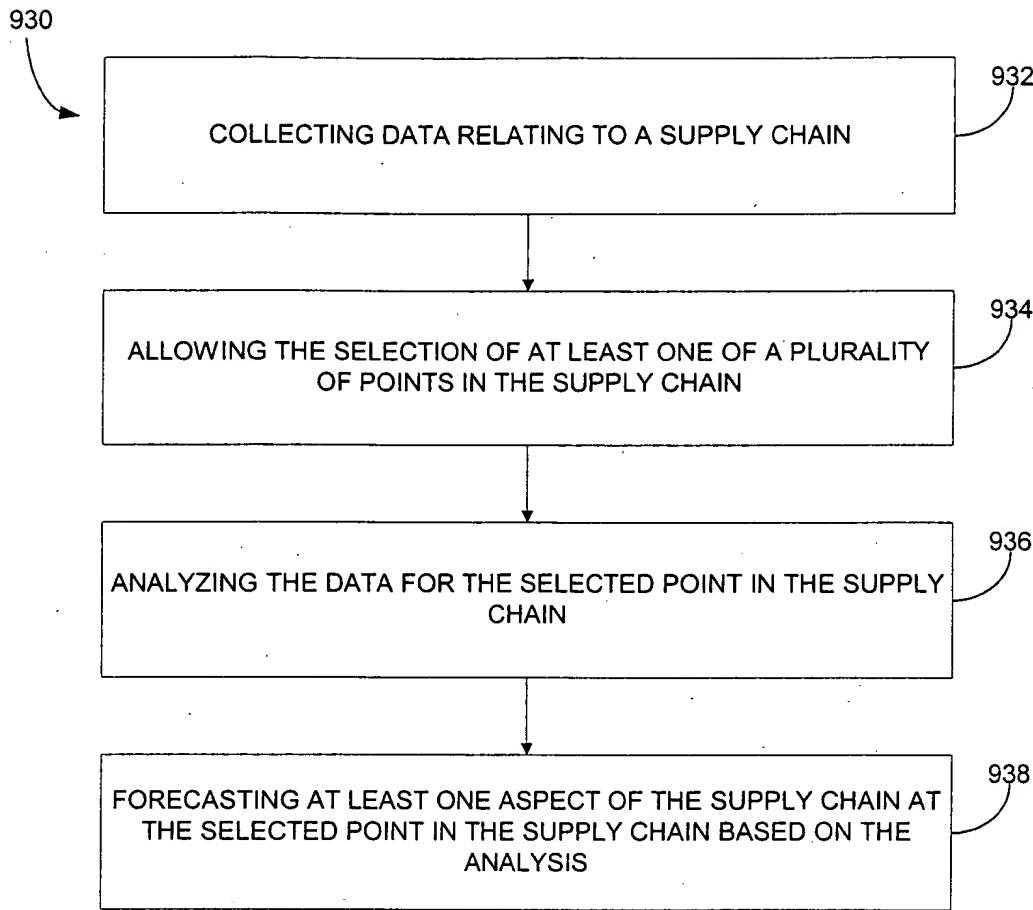


FIG. 9

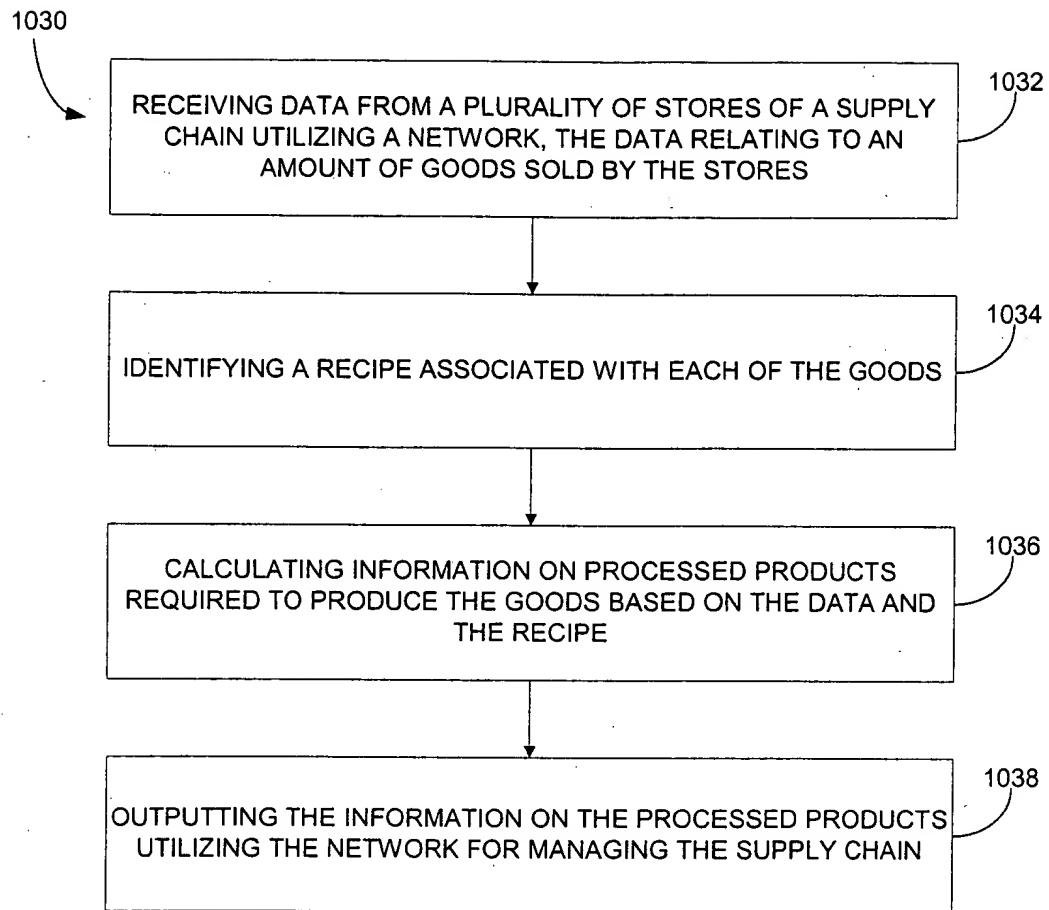


FIG. 10

098344655-044304

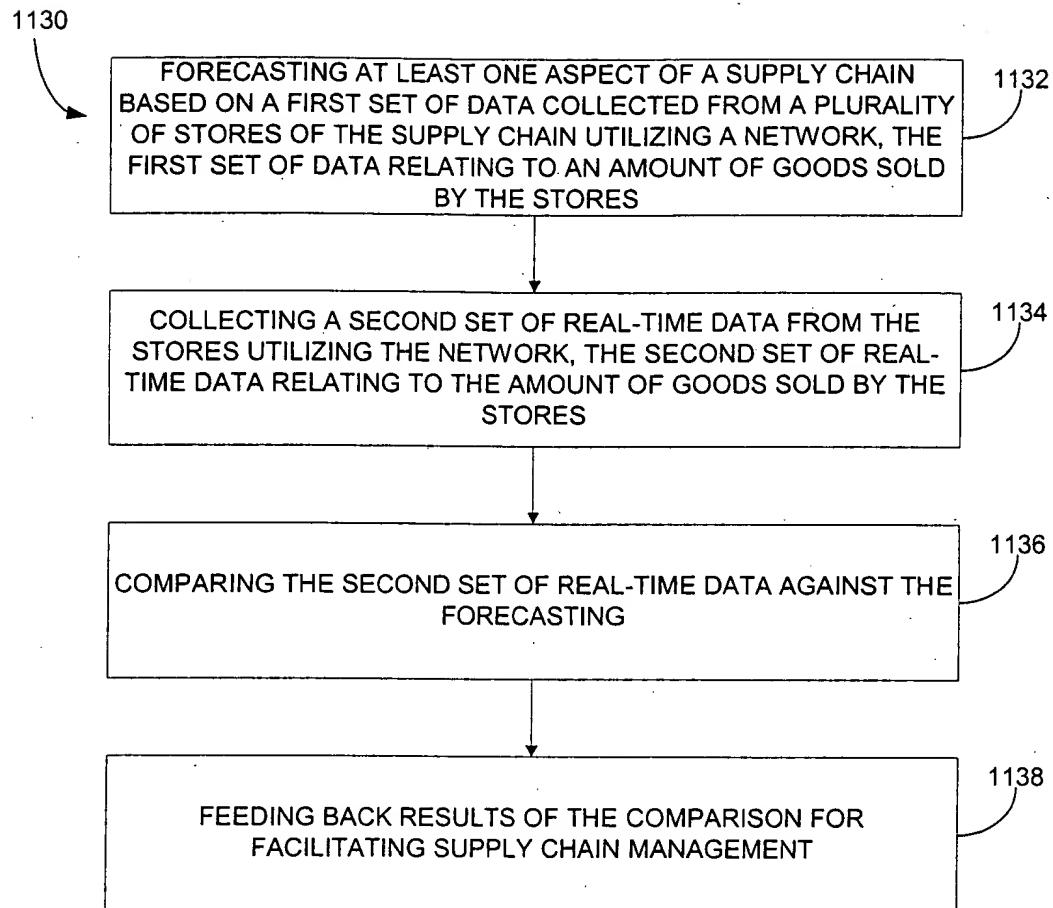


FIG. 11

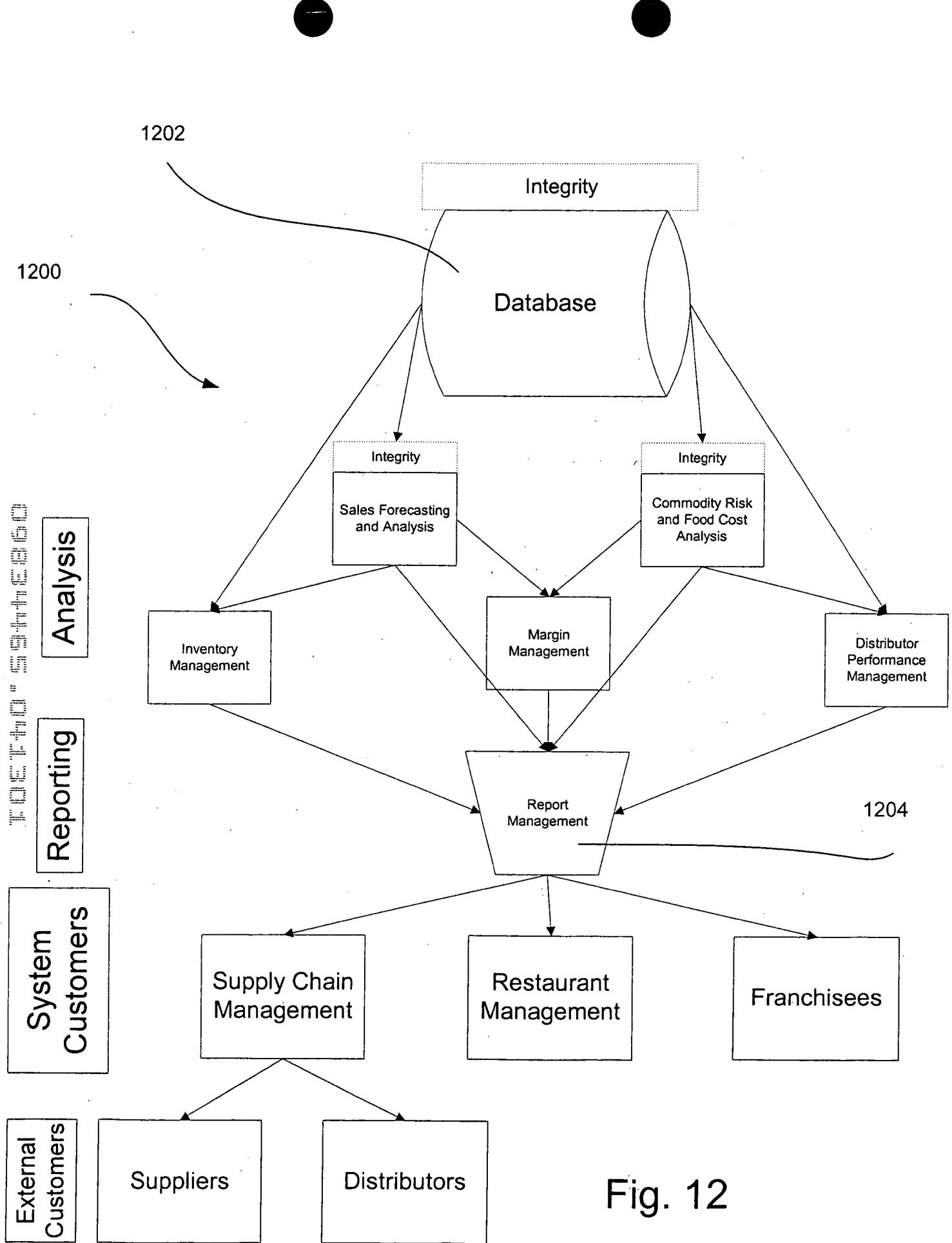


Fig. 12

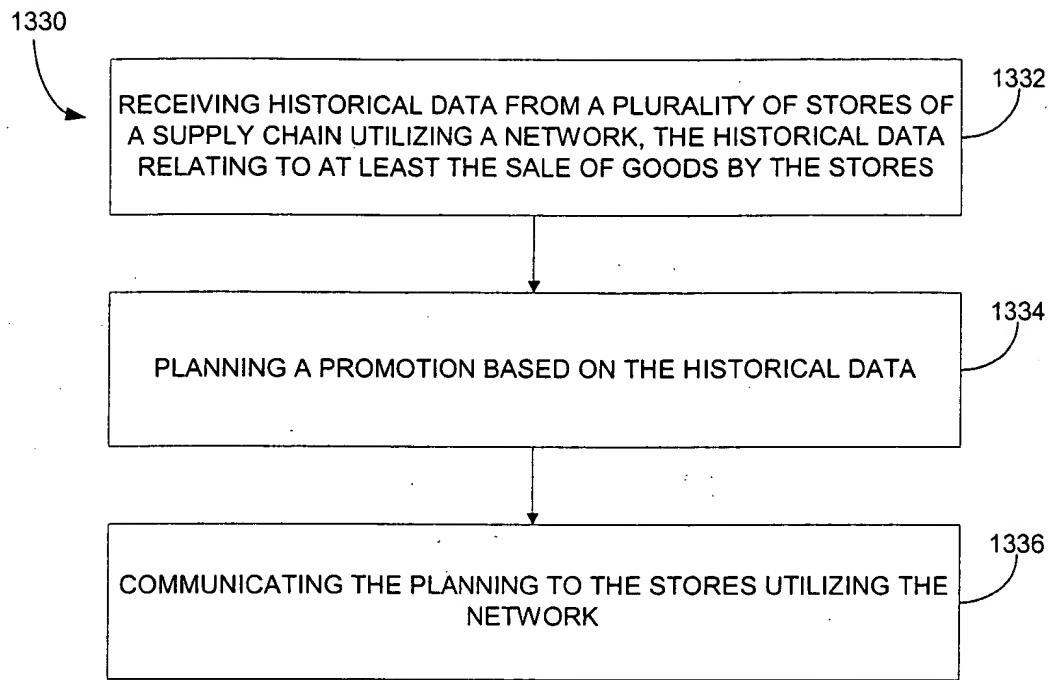


FIG. 13

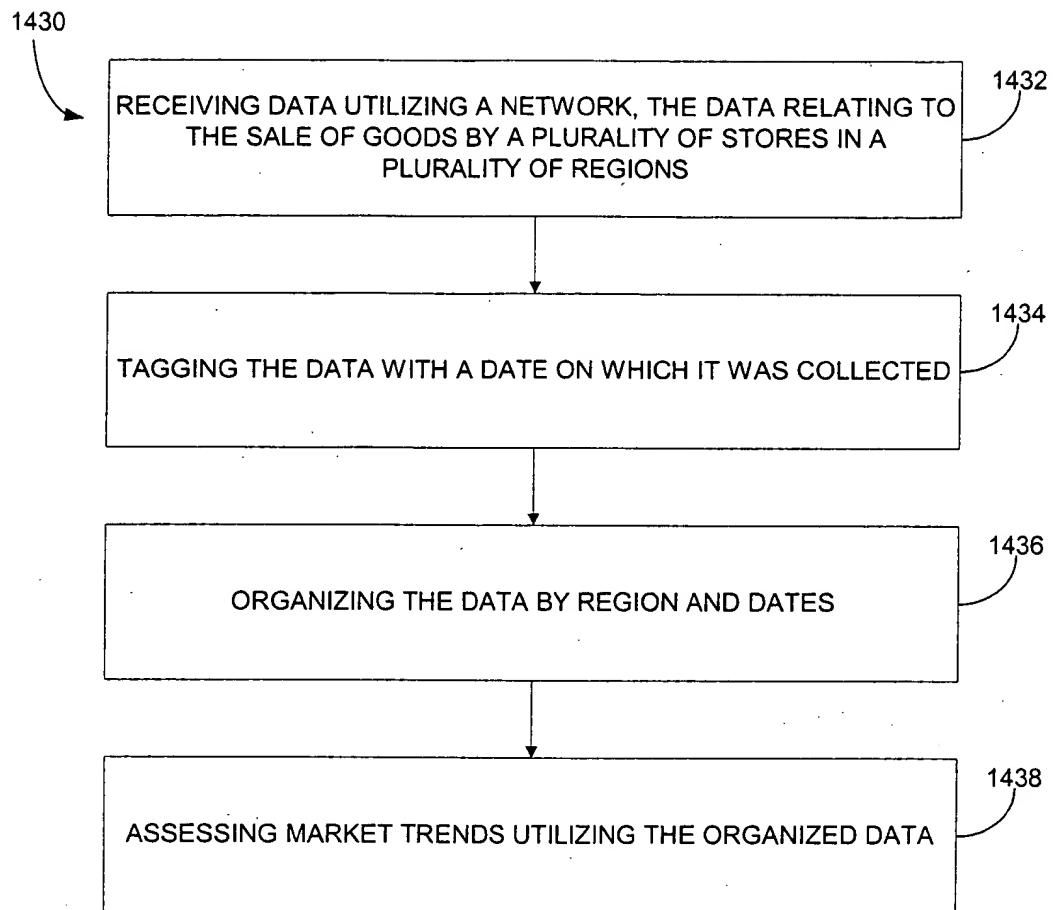


FIG. 14

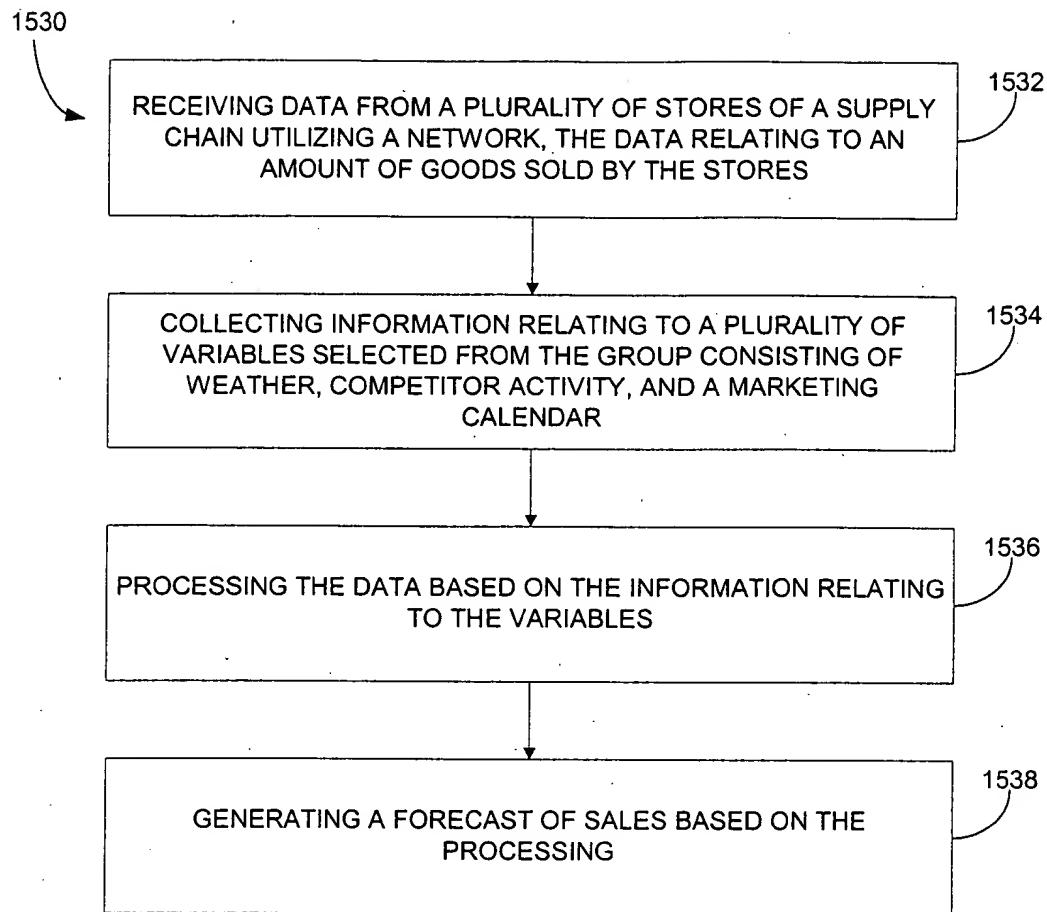


FIG. 15

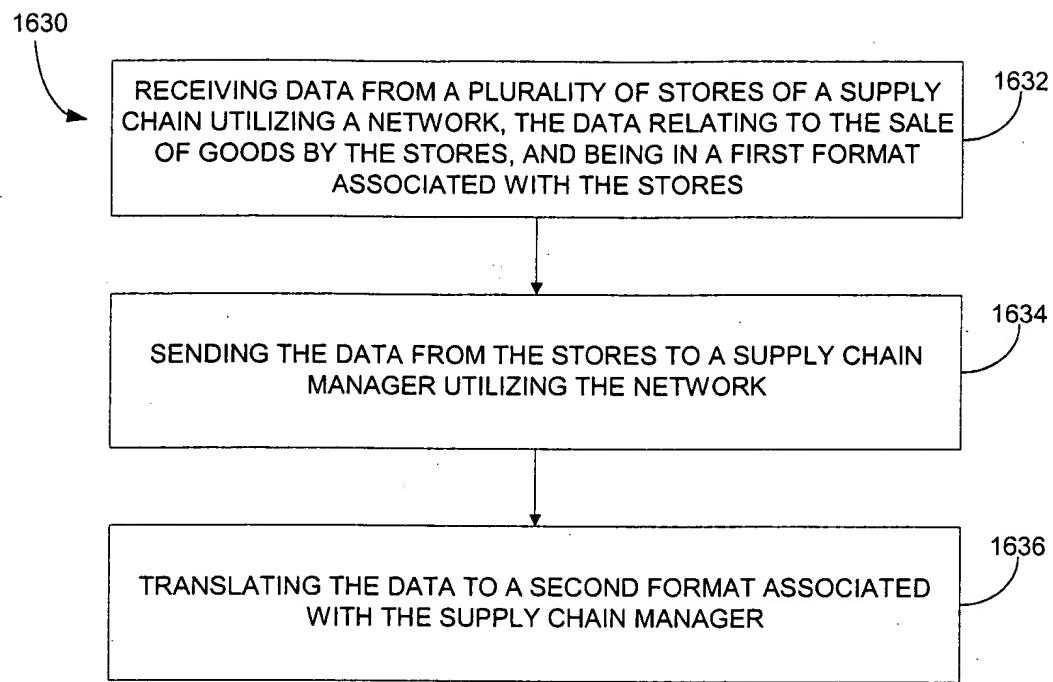


FIG. 16

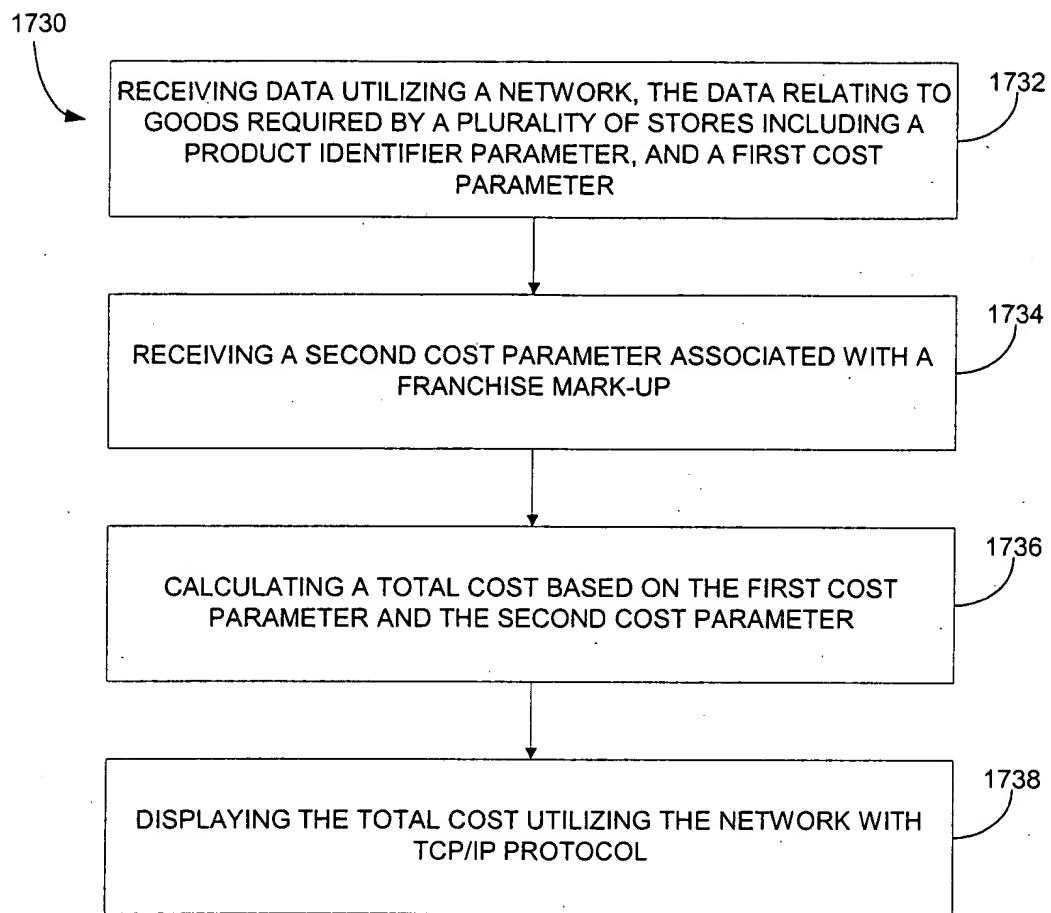


FIG. 17

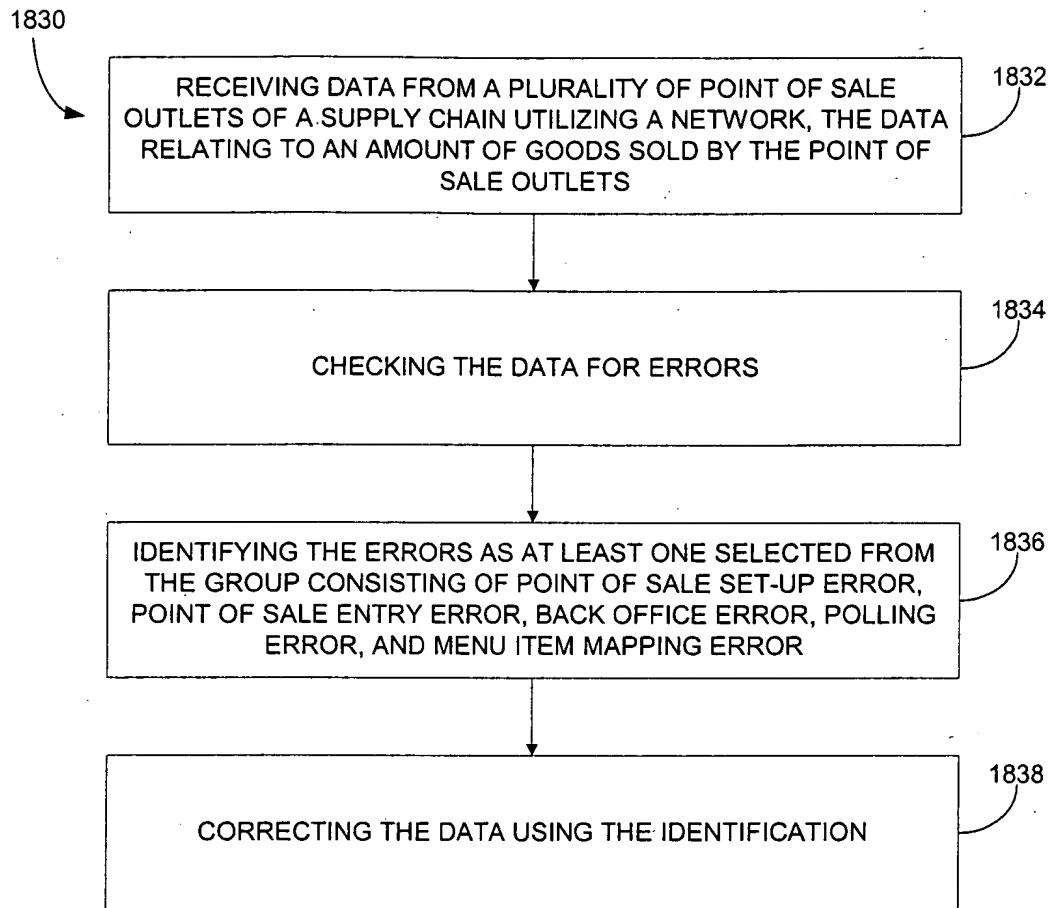


FIG. 18

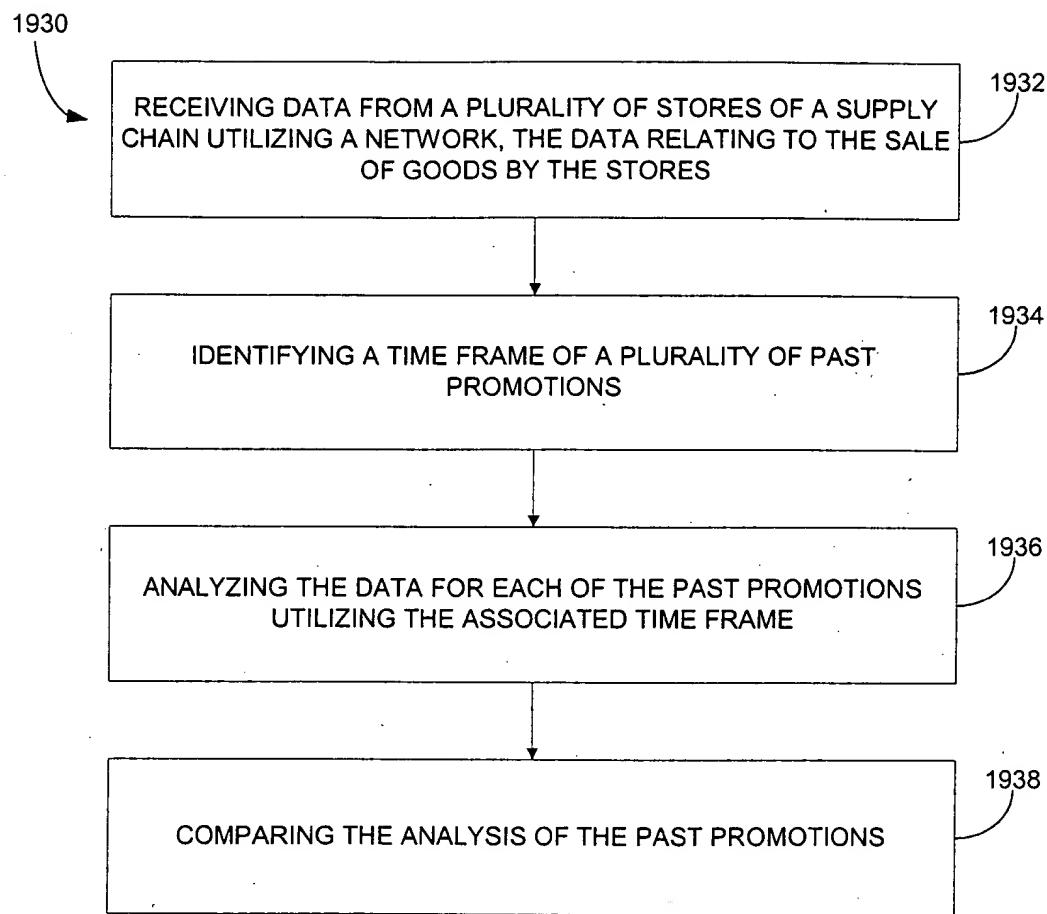


FIG. 19

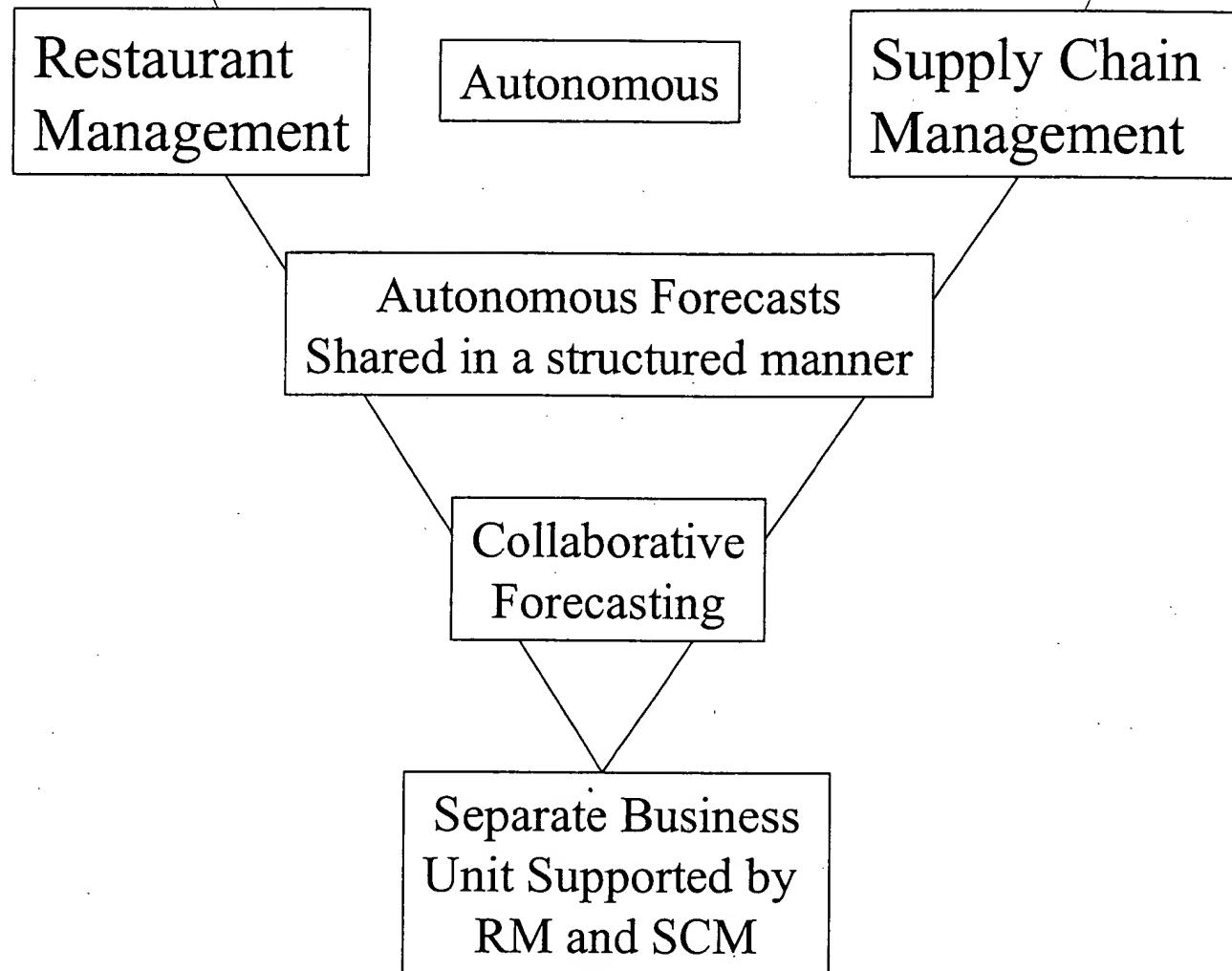


Fig. 20

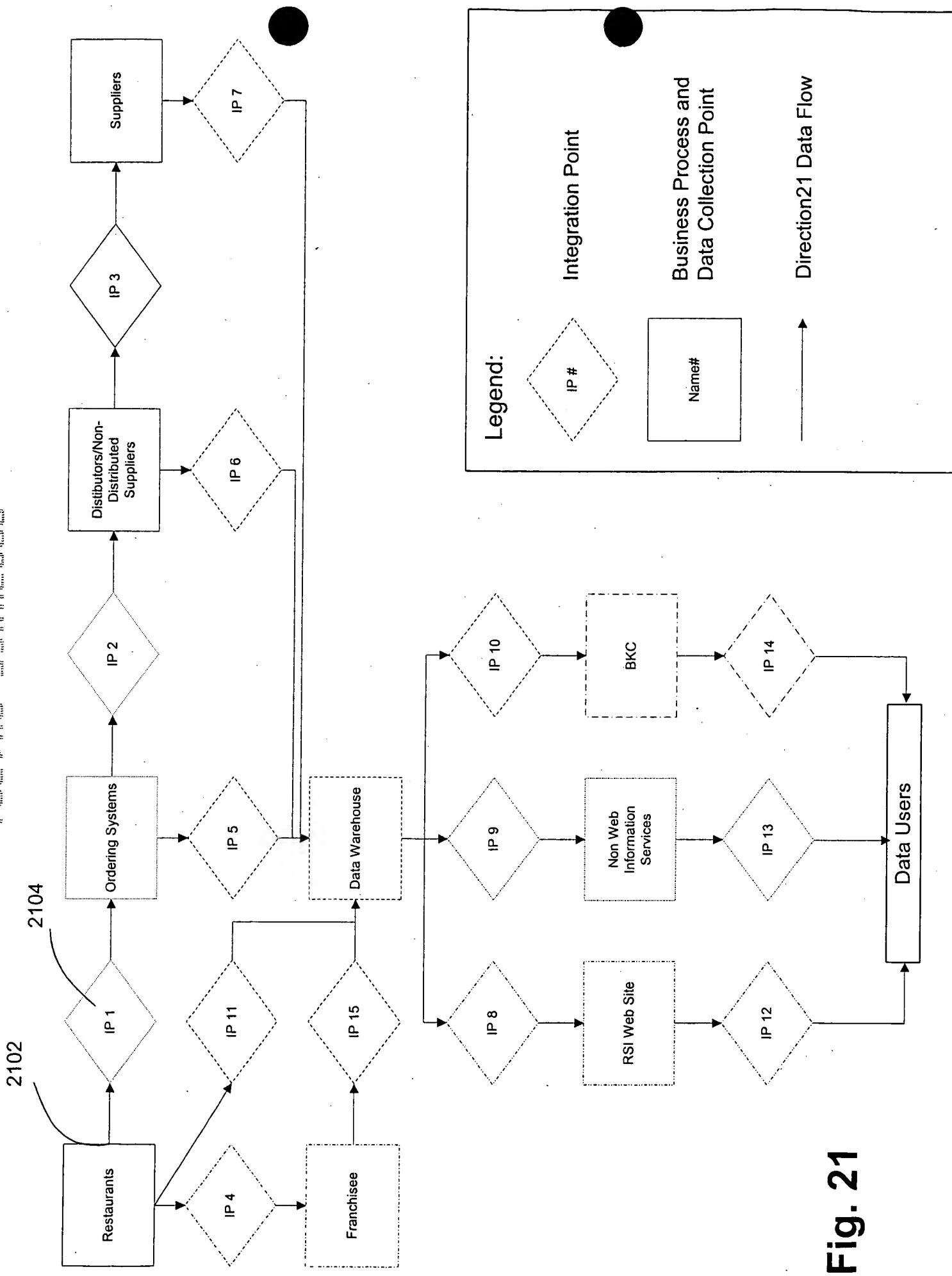
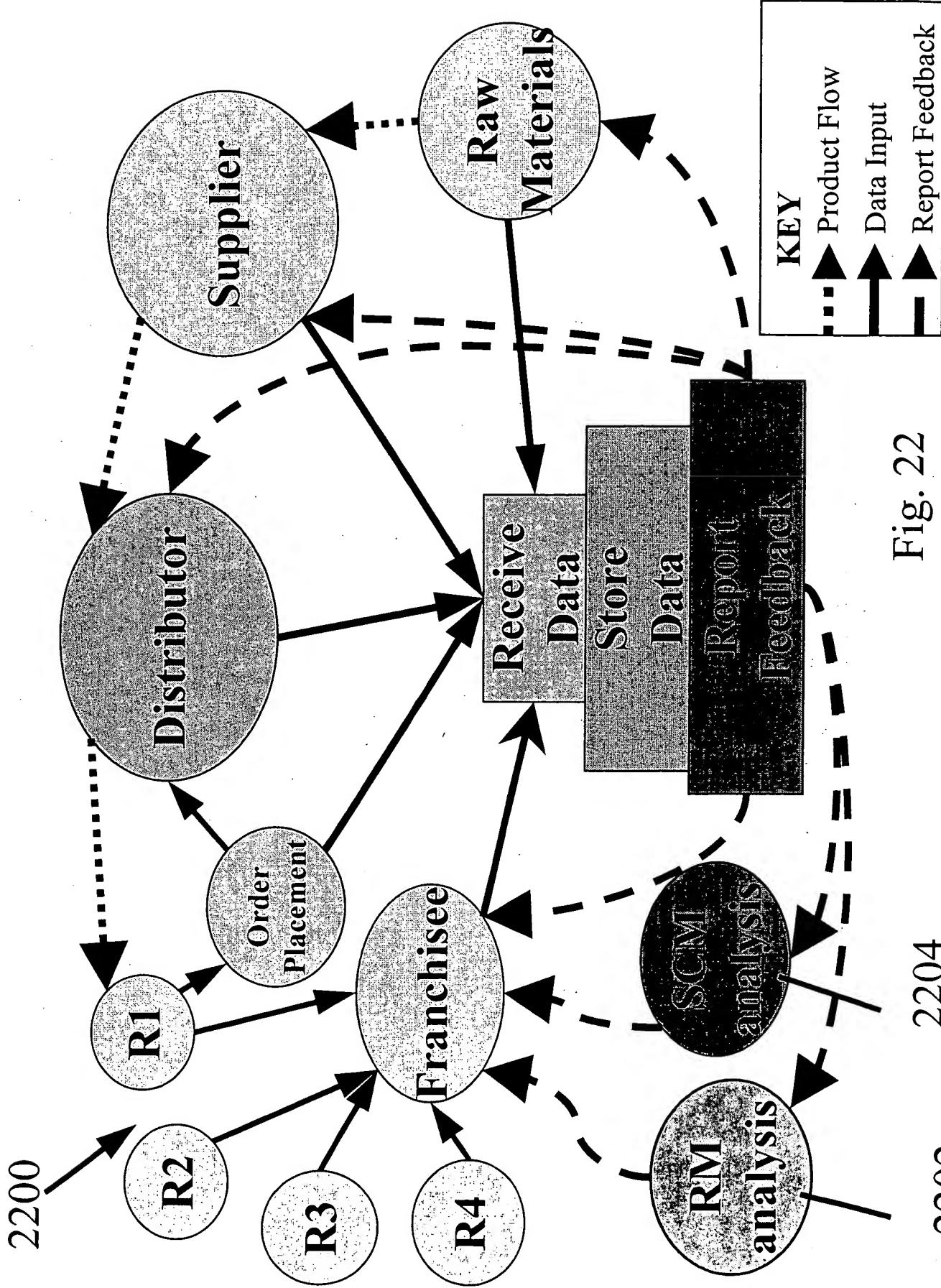


Fig. 21



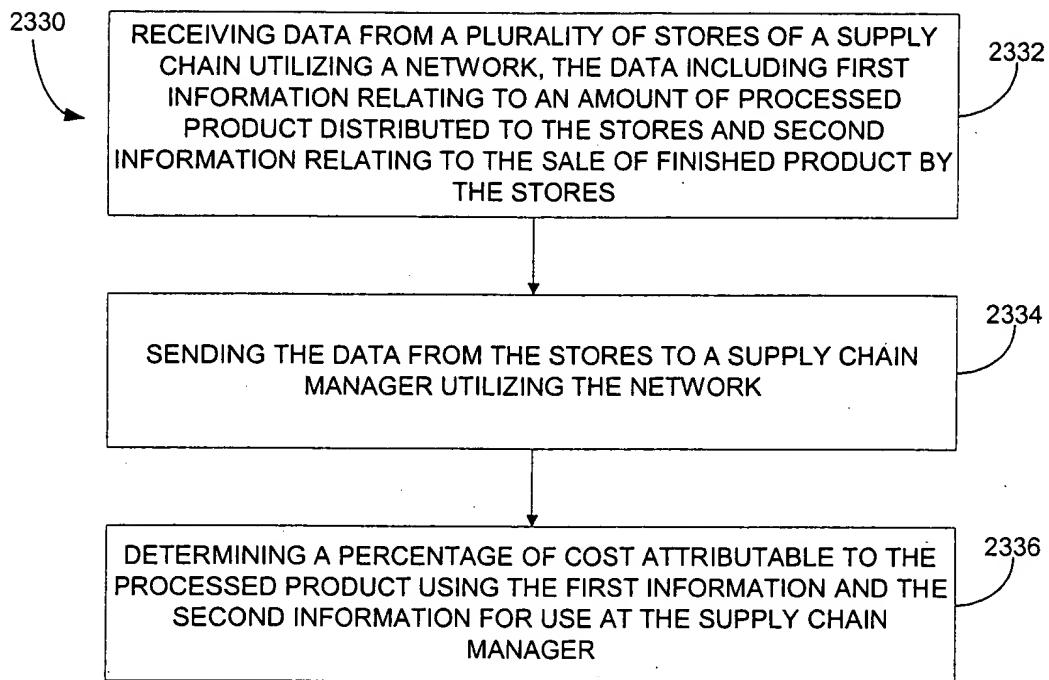


FIG. 23

FIG. 24

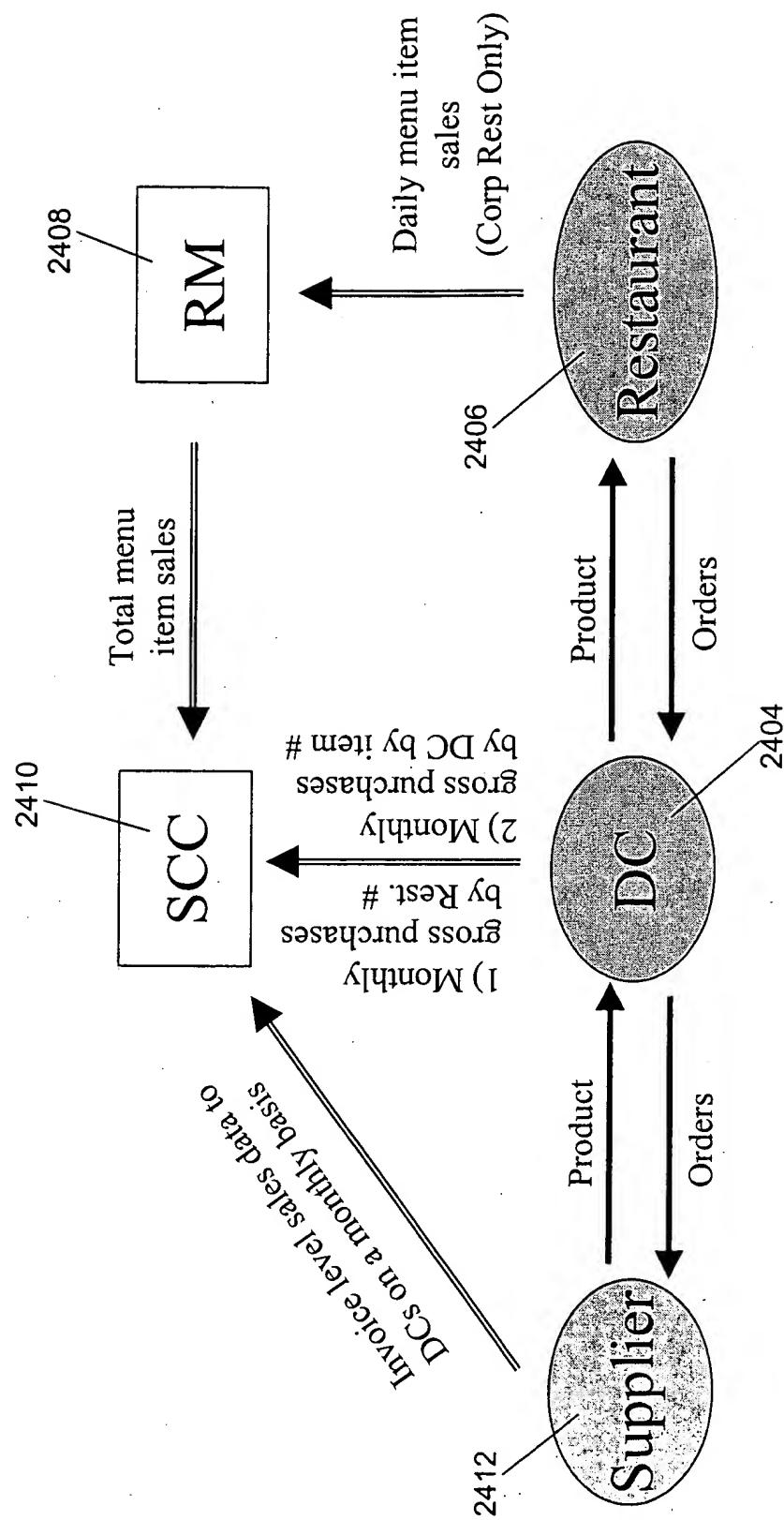


FIG. 25

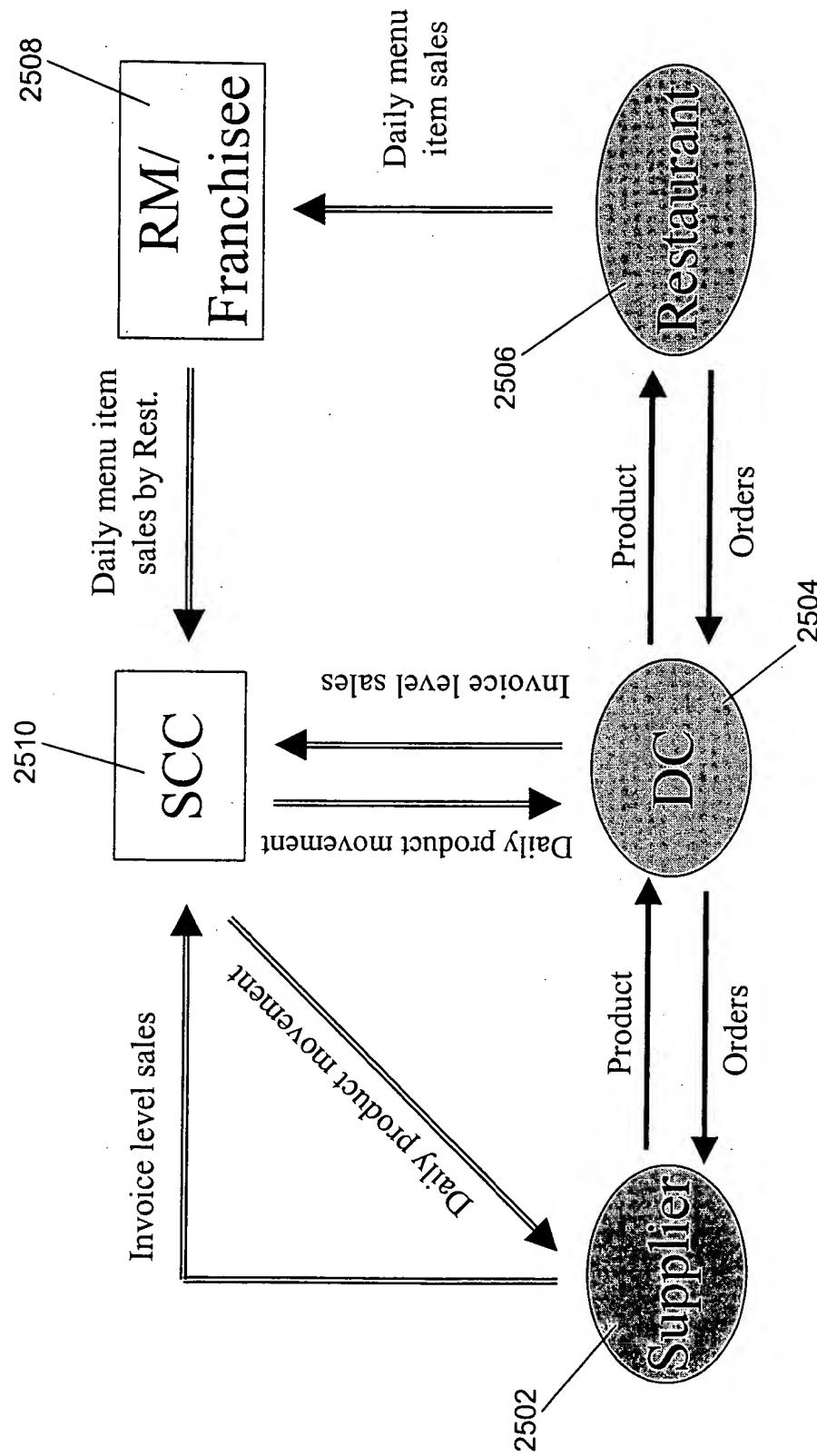


FIG. 26

2600

2602

2604

Sales Forecast Worksheet - System

FIG. 27

2700

Promotional Monitor - System & Regional

| | | Historic | | | | Week #1 | | | | | | |
|---|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|
| | | W-4 | W-3 | W-2 | W-1 | D+1 | D+2 | D+3 | D+4 | D+5 | D+6 | D+7 |
| Total Sales(\$/Store) | | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 |
| Menu Item Sales for Key Products/units/restaurant/week) | | | | | | | | | | | | |
| Category | Segment | 215 | 211 | 228 | 269 | 32 | 34 | 37 | 37 | 40 | 60 | 46 |
| Whopper | WHOPPERS | 146 | 142 | 148 | 162 | 18 | 20 | 21 | 21 | 23 | 35 | 26 |
| | WHOPPERS W/CHEESE | 699 | 679 | 714 | 813 | 94 | 103 | 111 | 111 | 120 | 180 | 137 |
| | YMM WHOPPERS | 1,060 | 1,032 | 1,090 | 1,244 | 144 | 157 | 170 | 170 | 183 | 275 | 209 |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) | | | | | | | | | | | | |
| Whopper | WHOPPERS | 11.4% | -9.8% | -23.2% | -4.6% | 2.3% | 3.0% | 1.0% | 4.0% | 11.0% | 16.0% | 8.0% |
| | WHOPPERS W/CHEESE | 8.1% | -8.4% | -24.5% | -5.8% | 1.0% | 4.0% | 1.0% | 4.0% | 13.0% | 14.0% | 9.0% |
| | YMM WHOPPERS | 12.2% | -10.7% | -22.5% | -1.9% | 3.0% | 3.0% | 1.0% | 5.0% | 16.0% | 19.0% | 7.0% |
| Whopper Total | | 10.6% | -9.6% | -23.4% | -4.1% | 2.1% | 3.3% | 1.0% | 4.3% | 13.3% | 16.3% | 8.0% |

2702

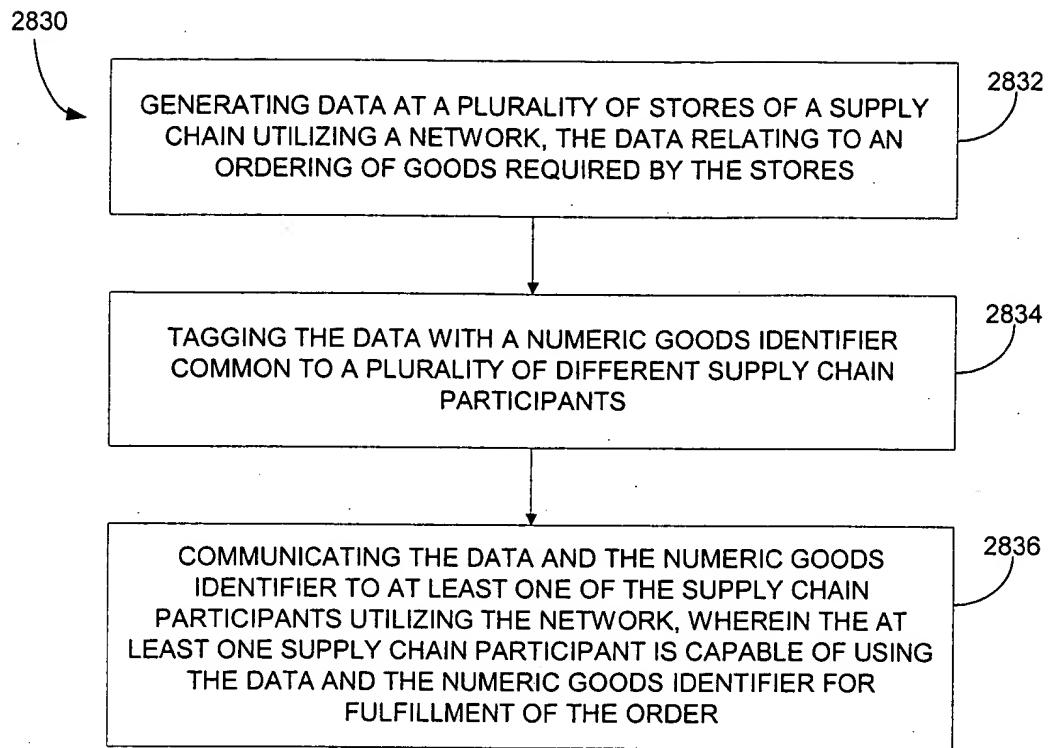


FIG. 28

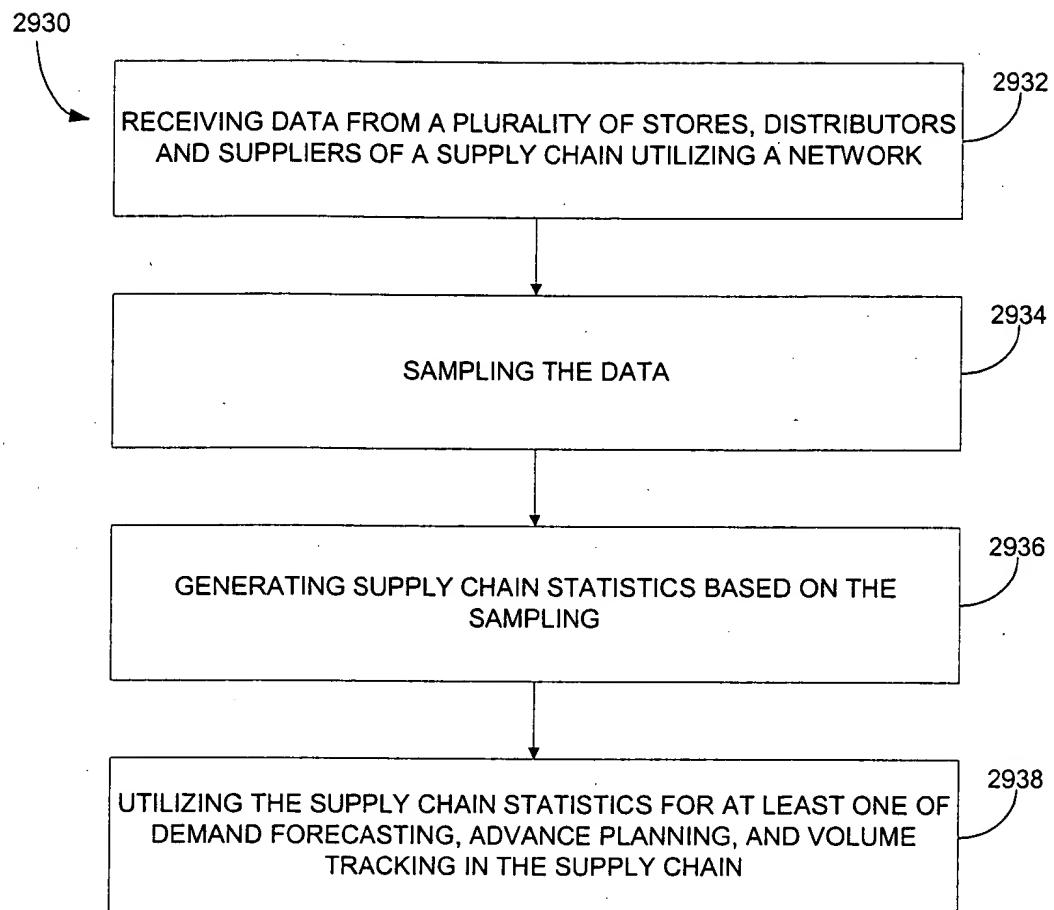


FIG. 29

| | |
|-------------------------|----------------|
| Distribution Center: | Alliant Topeka |
| Time Period (Month/Yr): | Jun-00 |

Delivery Order Fill Rate

| | |
|----------------------|-------|
| Total Cases Ordered: | 65712 |
|----------------------|-------|

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlocked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases: | 154 | 68 | 62 | 284 | | 568 |
| Percent: | 0.23% | 0.10% | 0.09% | 0.43% | 0.00% | 0.86% |

3004

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases: | 990 | 70 | | 1060 |
| Percent: | 1.51% | 0.11% | 0.00% | 1.61% |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations: | 568 | 0.86% |
| Purchasing: | 1060 | 1.61% |
| Grand Total: | 1628 | 2.48% |

| | |
|---------------------------|--------|
| Delivery Order Fill Rate: | 97.52% |
|---------------------------|--------|

On-Time Delivery Rate

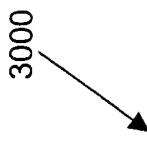
| | |
|--------------------------|-------|
| Total # of Deliveries: | 1232 |
| # of On-Time Deliveries: | |
| On-Time Delivery Rate: | 0.00% |

Perfect Order Rate

| | |
|----------------------------|--------|
| Total # of Deliveries: | 1232 |
| Total # of Perfect Orders: | 725 |
| Perfect Order Rate: | 58.85% |

FIG. 30

3000



3002

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases: | 990 | 70 | | 1060 |
| Percent: | 1.51% | 0.11% | 0.00% | 1.61% |

3004

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlocked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases: | 154 | 68 | 62 | 284 | | 568 |
| Percent: | 0.23% | 0.10% | 0.09% | 0.43% | 0.00% | 0.86% |

3100

3100

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

- Alliant
- Average for all DC's

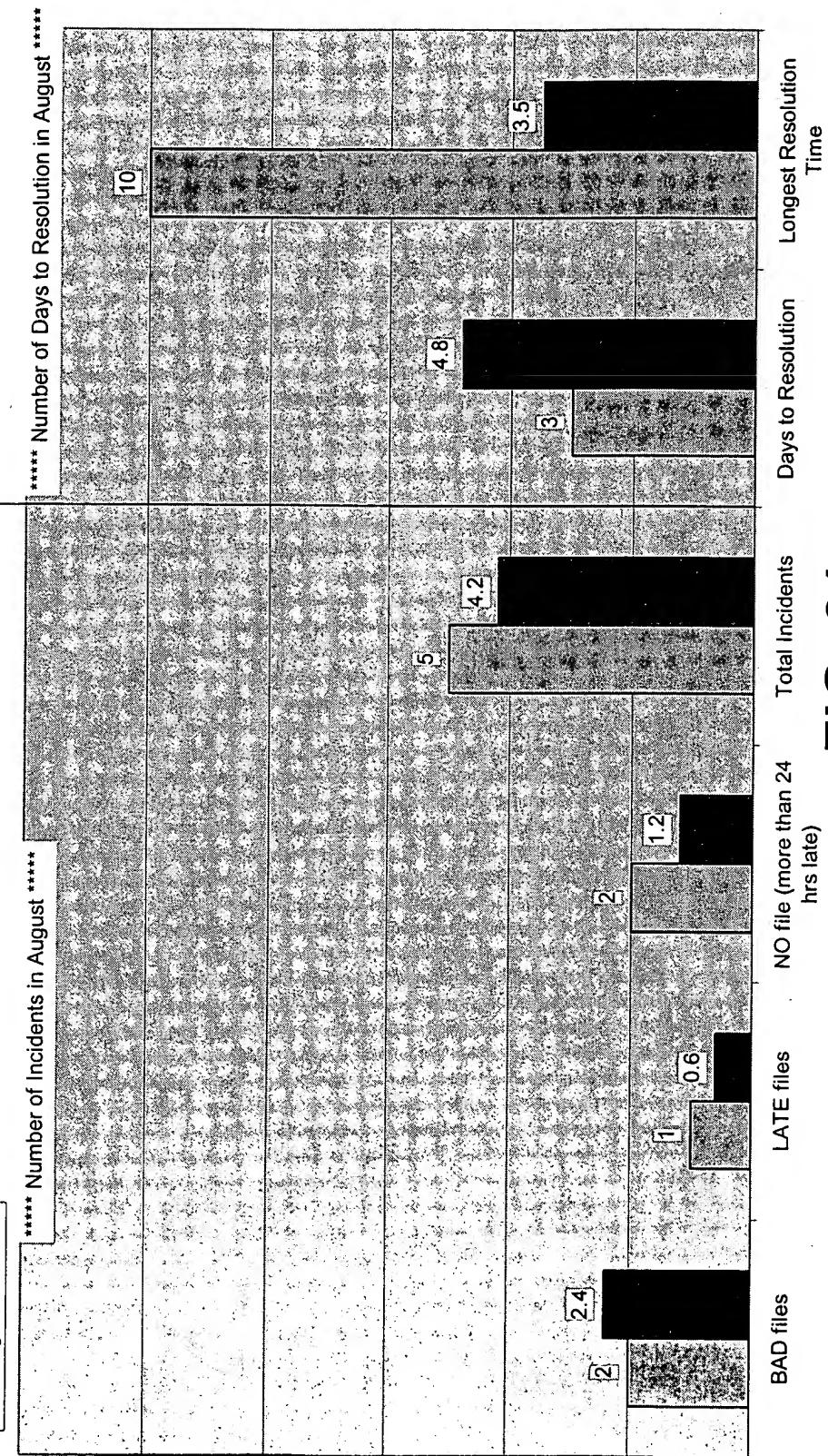


FIG. 31



Service Level Reporting

August

3200

| | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah | 99.14% | | 90.06% |
| Alliant-Topeka | 99.05% | | 98.71% |
| Alliant-Wixom | 99.34% | | 92.91% |
| King-Atlanta | | | 78.70% |
| King-Jacksonville | 99.65% | | 98.56% |
| King-Louisville | 99.78% | | 90.90% |
| Maines-29-Corlkin | | 94.53% | 98.98% |
| Maines-30-Cleveland | 99.41% | | 79.25% |
| Maines-Long-Island | 99.41% | | |
| Maines-New-England | 99.69% | | 79.83% |
| MBM-Fullerton | 99.13% | | 94.15% |
| MBM-Lewisville | 99.51% | | 92.88% |
| MBM-Orlando | 99.76% | | 93.80% |
| MBM-Rocky-Mount | 99.13% | | 92.48% |
| McCabe's | 99.80% | | 96.84% |
| McLane-Lubbock | #DIV/0! | #DIV/0! | #DIV/0! |
| Nicholas & Co. | 99.60% | | 96.04% |
| PFD Supply | 99.16% | | 85.37% |
| PFG-Victoria | 99.42% | | 80.12% |
| PYA/Monarch | 99.20% | | #DIV/0! |
| Reinhart-Cedar-Rapids | 99.05% | | 97.79% |
| Reinhart-Oak-Creek | 99.31% | | 98.65% |
| Reinhart-Rogers | 99.50% | | 93.69% |
| Restaurant's-NW | 99.03% | | 95.49% |
| Shamrock-Commerce-City | 99.54% | | 99.07% |
| Shamrock-Phoenix | 98.81% | | 80.47% |
| Sigma-Harrisburg | 99.69% | | 93.88% |
| Sigma-Stockton | 99.69% | | 92.88% |
| Sysco | 99.68% | | 100.00% |
| | | | 82.47% |

| | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50% | 90.00% | 78.00% |
| RSI Min | 99.50% | 90.00% | 80.00% |

| |
|----------------------|
| OK |
| Didn't meet RSI Min. |
| Didn't meet BKC Min. |

FIG. 32

FIG. 33

| Vendor: | XYZ Company | Time Period: | Aug-00 |
|-------------------------------|-------------|-----------------------|-----------|
| | 3300 | | 3300 |
| Delivery Statistics: | | Inventory Management: | |
| DC Requested Lead-Time | 4 | Average Days On Hand | 19 |
| DC Adherence to Lead-Time | 95% | SKU #1 | 22 |
| Days Delivery Late | 1.7 | SKU #2 | |
| On-Time Delivery Percentage | 95% | Max Days On Hand | 40 |
| Hours Delivery Late | 0.93 | SKU #1 | 32 |
| Invoice, Payment and Pricing: | | Monthly Carrying Cost | |
| Days for Payment | 12 | SKU #1 | \$ 42,513 |
| Monthly FOB Variance | \$ 30,152 | SKU #2 | \$ 12,589 |
| Monthly Freight Variance | \$ 3,594 | Average as % FOB | 1.25% |
| Monthly Total Variance | \$ 33,746 | | |
| Invoice Accuracy: | | | |
| Invoice Fill Rate | 97.25% | | |
| PO Accepted Rate | 99.00% | | |
| Perfect Order Percentage | 92.34% | | |

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →

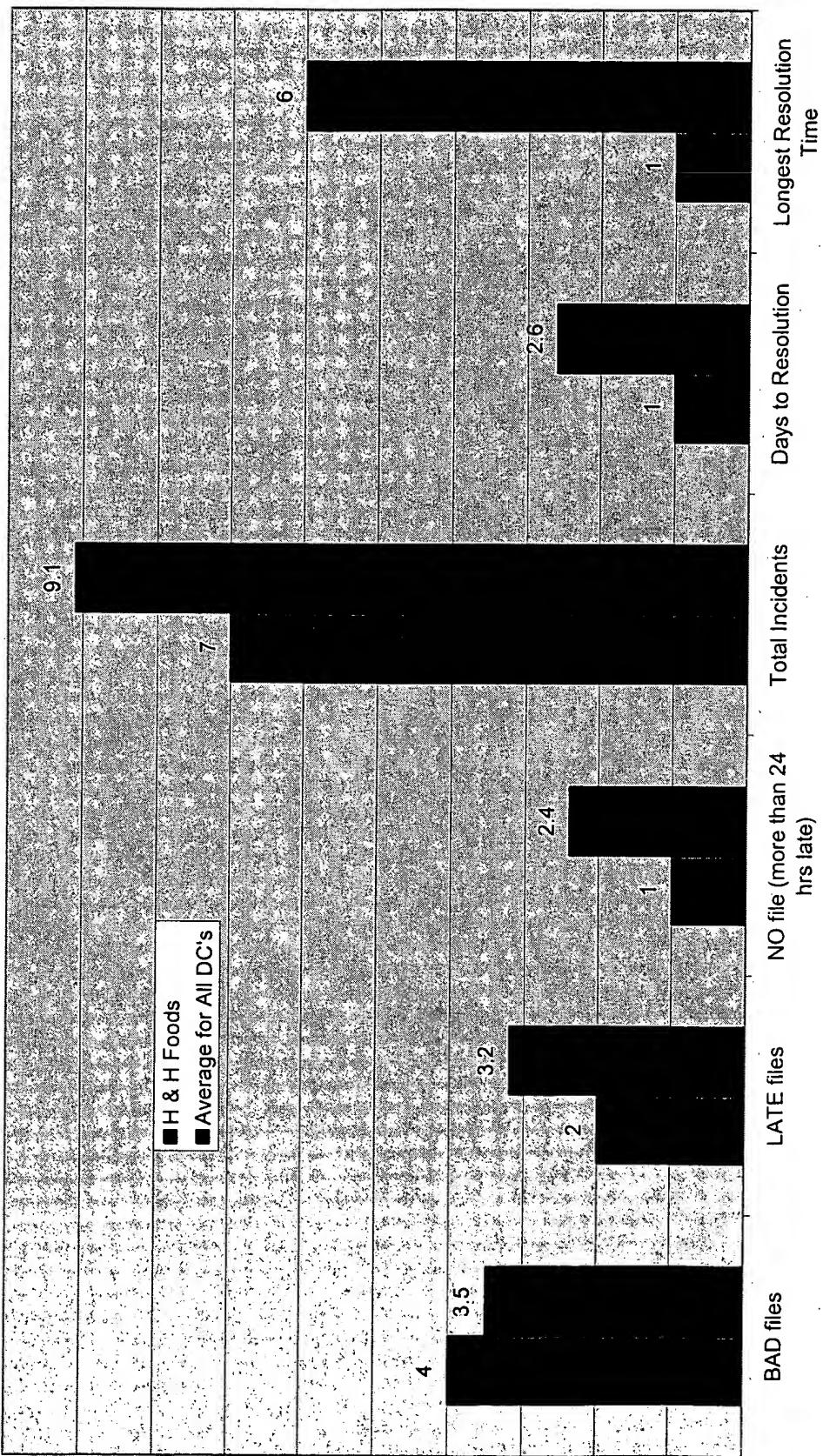


FIG. 35



3500

Service Level Reporting November - Mock Report

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|--------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES | \$1,904 | | 2.33% |
| COMARK INSTRUMENTS, INC. | \$4,861 | | |
| WHITEFORD FOODS, INC. | \$0 | 97.3% | 2.41% |
| LEPAGE BAKERY/COUNTRY KITCHEN | \$3,700 | | |
| NCR-SYSTEMMEDIA | \$0 | 92.1% | 2.16% |
| SIGNATURE MEATS GROUP | \$0 | | |
| SCHWIEBEL'S BAKING CO | \$0 | 95.1% | 1.94% |
| MAUI CUP | \$0 | | |
| MIRA PLASTICS | \$0 | | 1.50% |
| DIXIE PRODUCE & PACKAGING | \$0 | | 1.25% |
| NOR-LAKE, INC. | | | |
| FORT JAMES OPERATING COMPANY | \$0 | 98.6% | 1.46% |
| FRESH ADVANTAGE, KC | \$0 | | 1.30% |
| SILVER KING - MN - CORP | | | |
| TYSON FOODS | \$0 | | |
| READY/ACCESS | | | |
| GEORGIA PACIFIC TISSUE | | | 2.44% |
| CLougherty Packing | | | 2.51% |
| BEVERAGE - AIR | | | 2.06% |
| COMPONENT HARDWARE GROUP, INC. | | | |
| COCA-COLA USA | \$0 | 93.5% | 1.55% |
| TOASTMASTER | \$1,909 | 96.3% | 2.20% |
| GRANT COUNTY FOODS | | | |
| FRESH EXPRESS | | | 1.04% |
| TAYLOR FARMS | \$0 | | |
| MODULAR DISPENSING SYSTEM | | | |
| CENTURY PRODUCTS, LLC | \$0 | | |
| ROSE PACKING COMPANY | \$3,428 | 93.3% | 2.98% |

| | Monthly Total Overcharge | Perfect Order Percentage | Monthly Carrying % Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00 | 92.00% | 3.00% |

| | |
|----------------------|--|
| OK | |
| Didn't meet RSI Min. | |

3600

Mock Report/1

| | FY-01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Food Cost Index | | | | | | | | | |
| Plan | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual | | 99.10 | 98.90 | | | | | | |
| Variance | | 0.59 | 0.30 | | | | | | |
| Good/(Bad) | | | | | | | | | |
| Total Dollar Purchases (in Millions) /2 | | | | | | | | | |
| Plan | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual | | \$182.84 | \$182.08 | | | | | | |
| Variance | | | | | | | | | |
| Good/(Bad) | | \$1.14 | \$0.65 | | | | | | |
| | | 0.6% | 0.4% | | | | | | |

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36

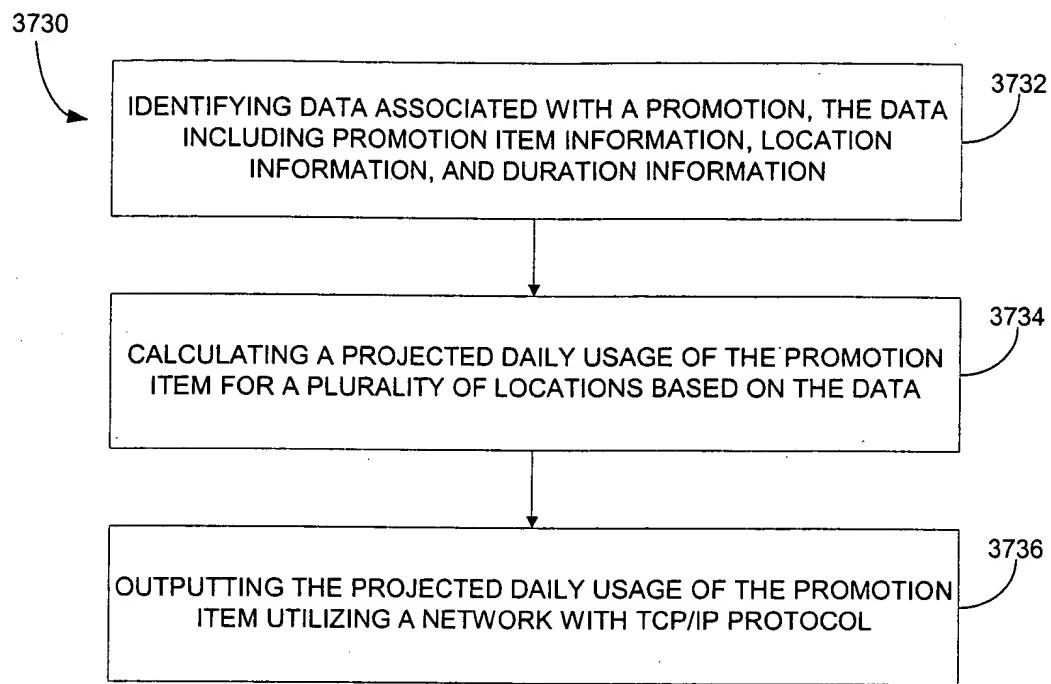


FIG. 37

TO GETTING A GRANT OF PATENT

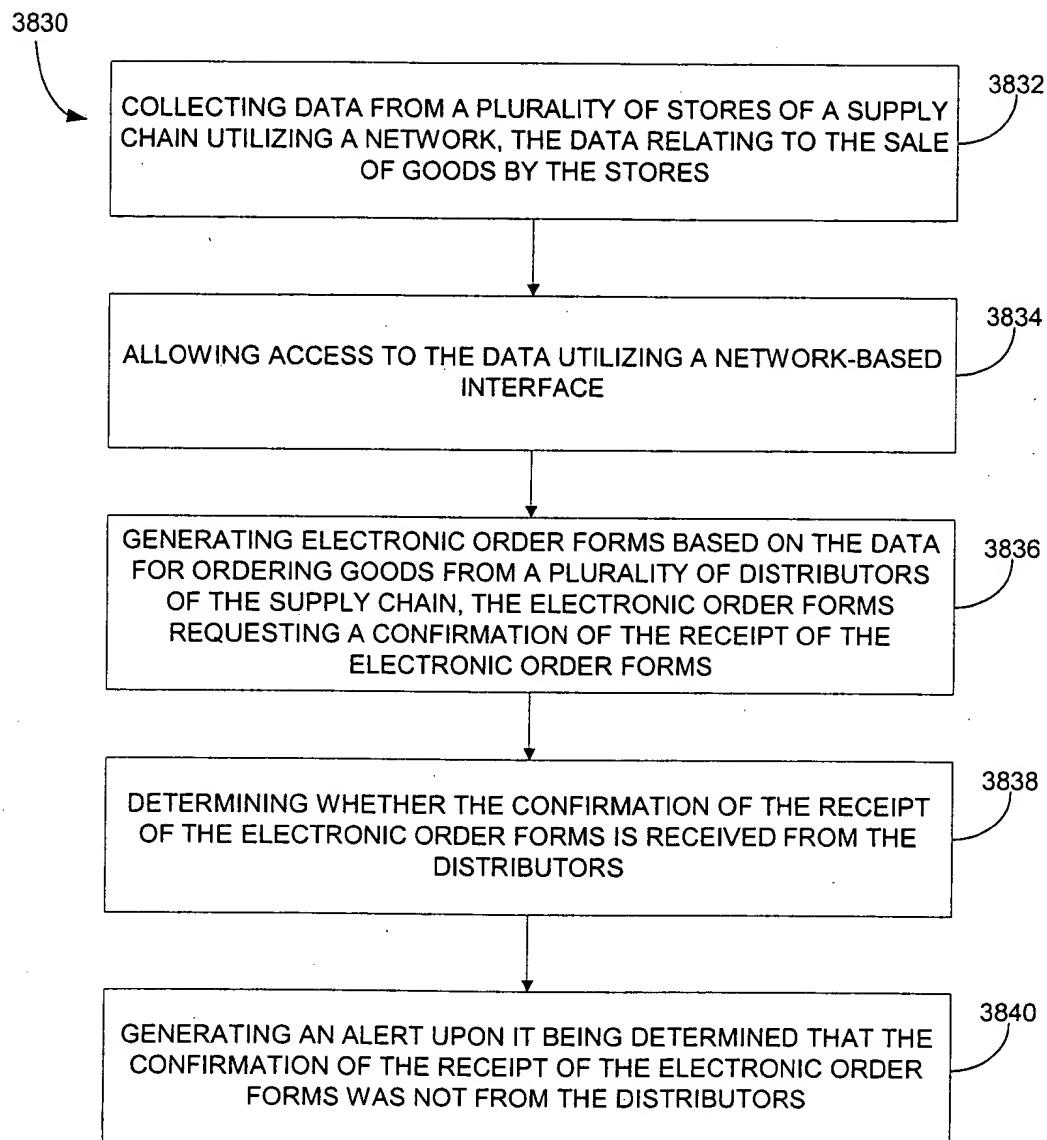


FIG. 38

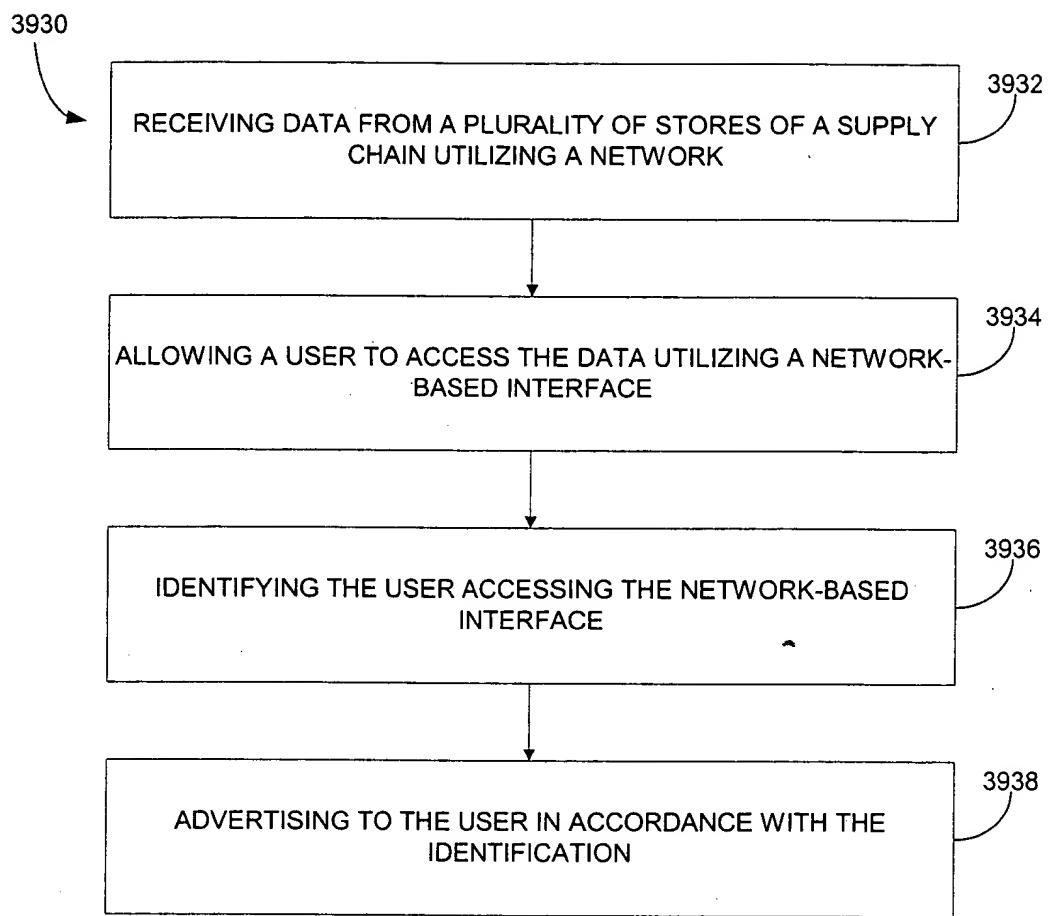


FIG. 39

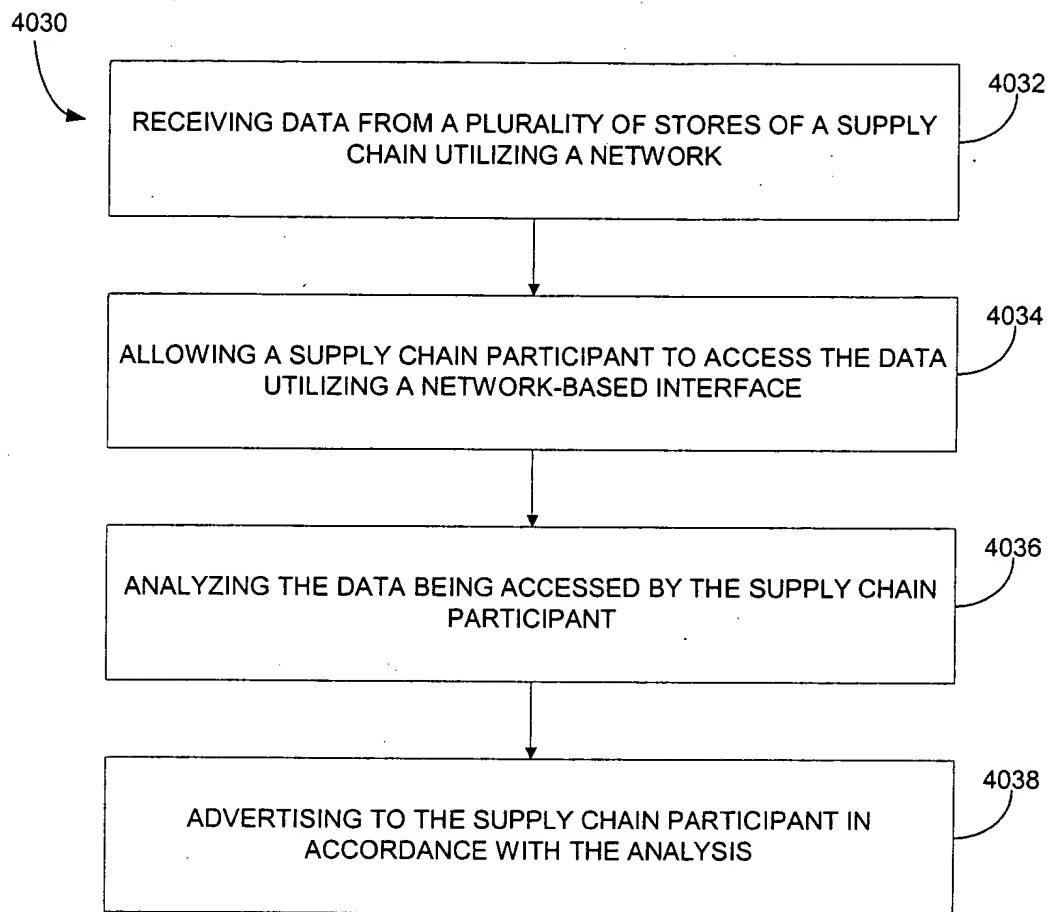


FIG. 40

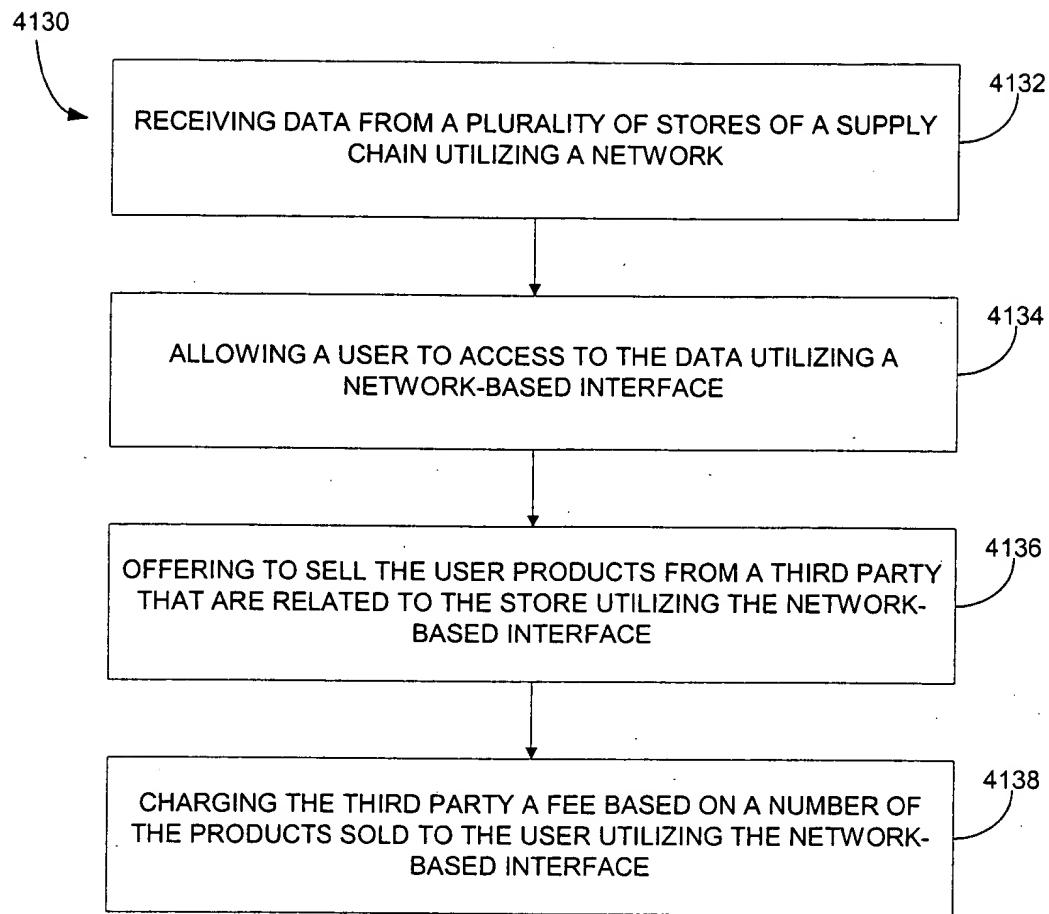


FIG. 41

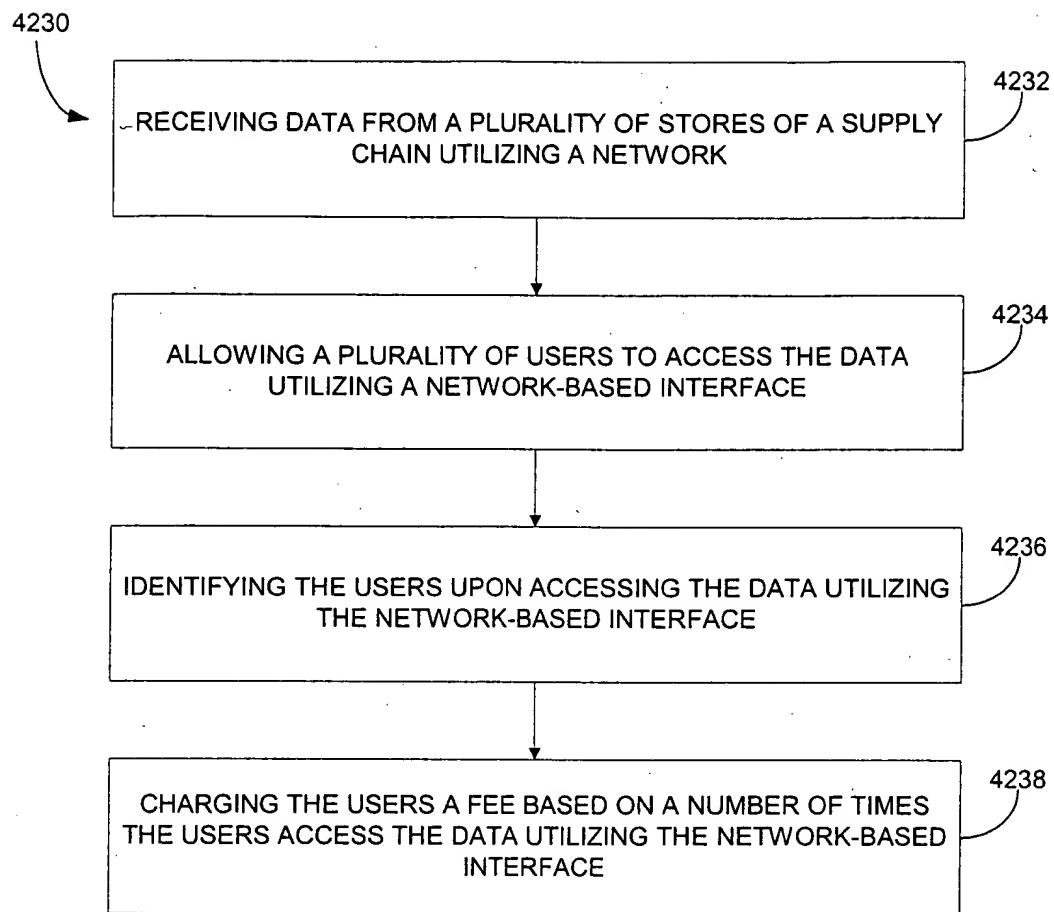


FIG. 42

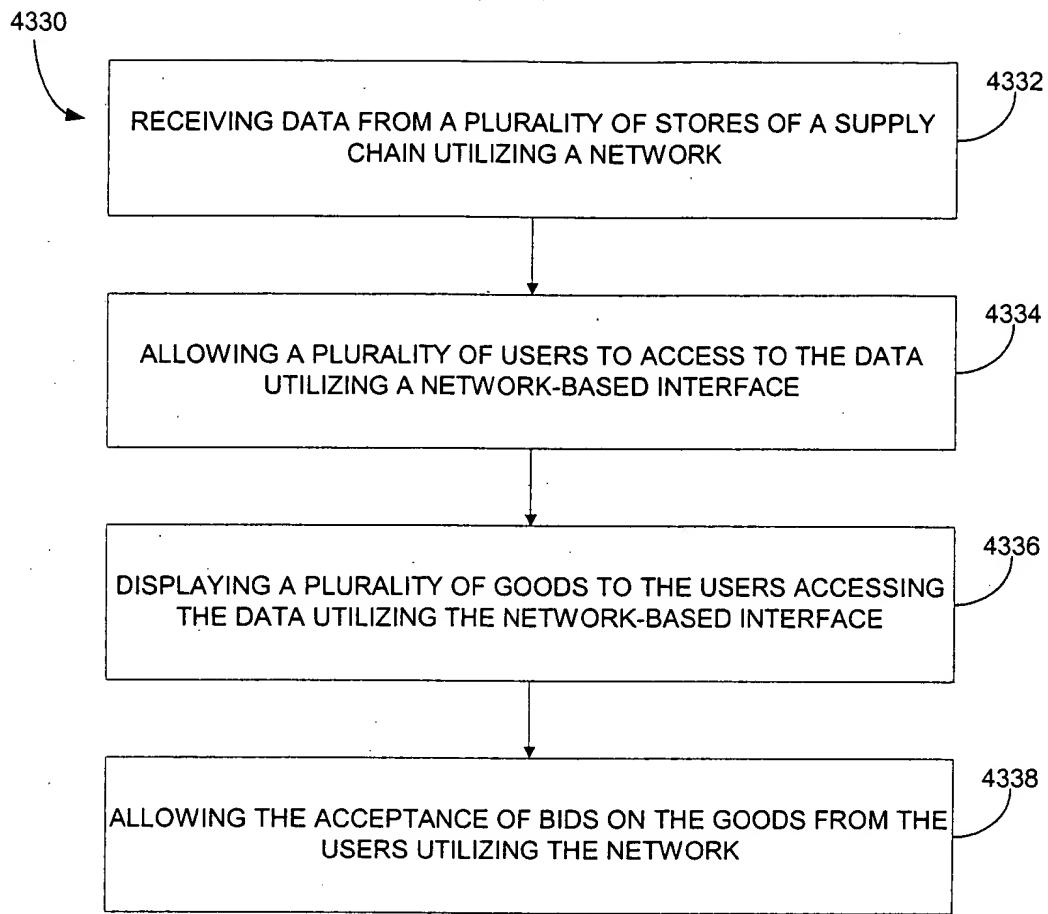


FIG. 43A

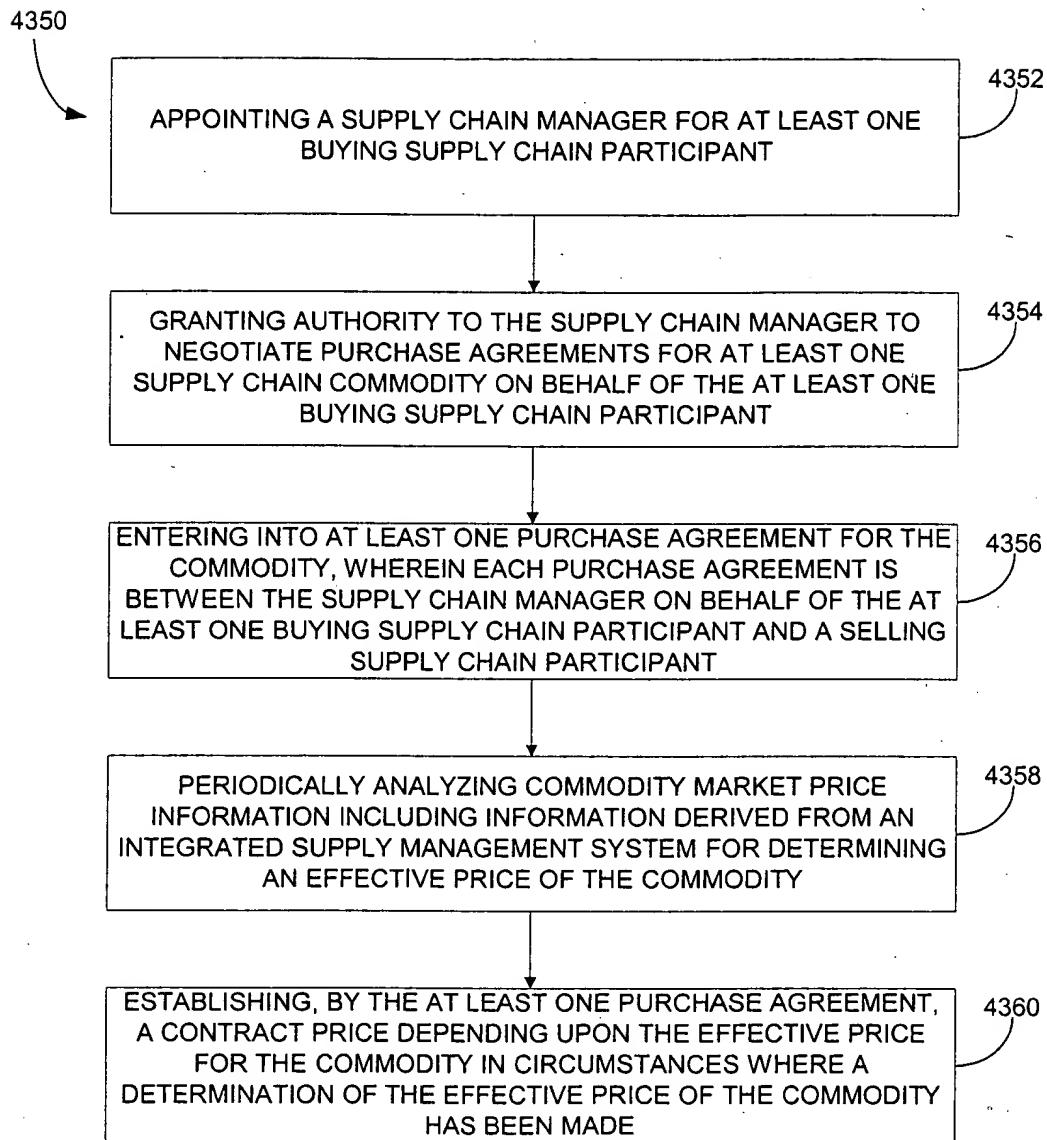


FIG. 43B

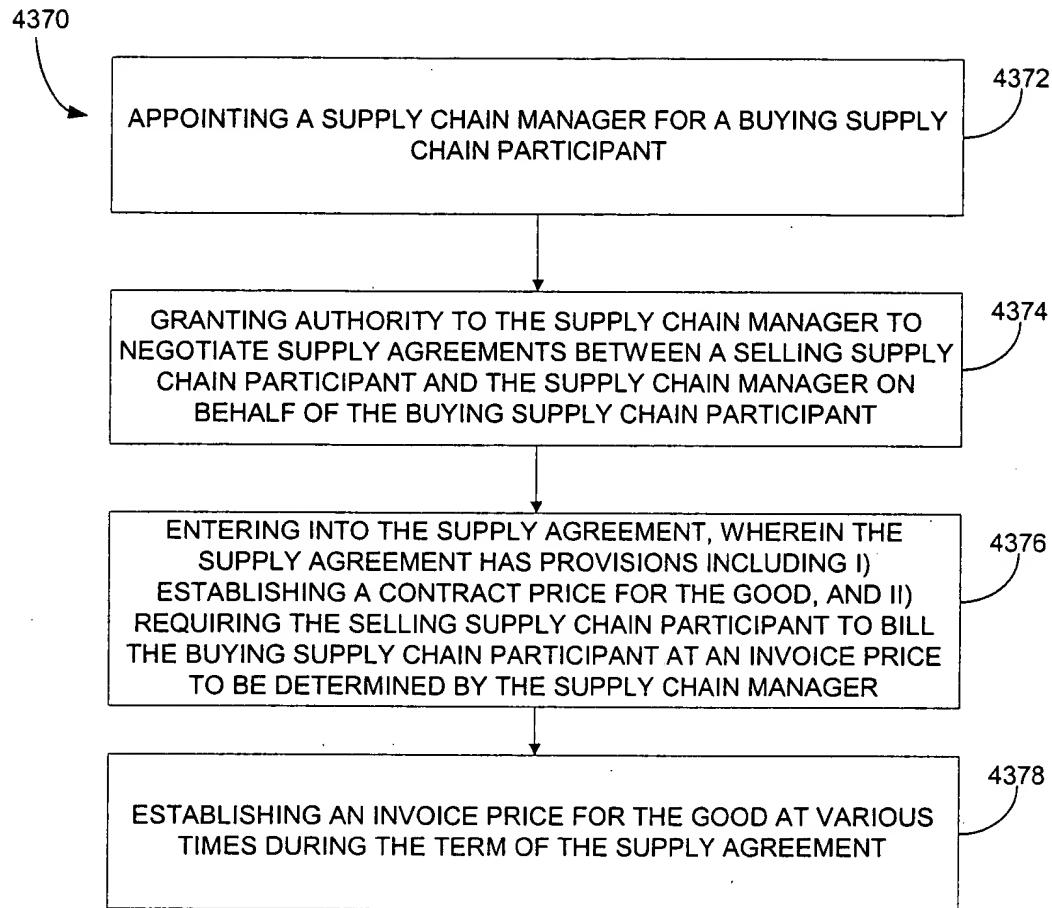


FIG. 43C

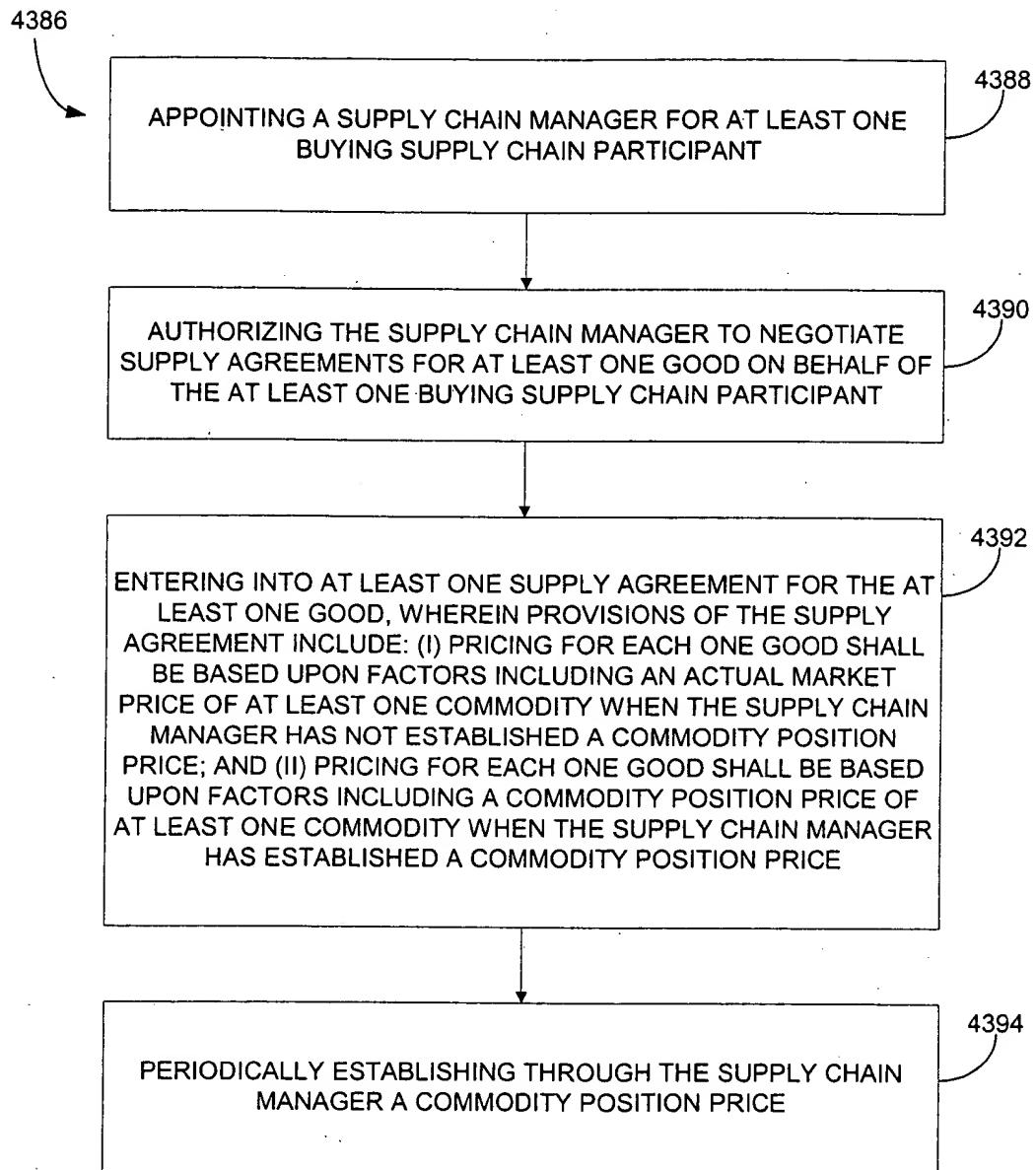


FIG. 43D

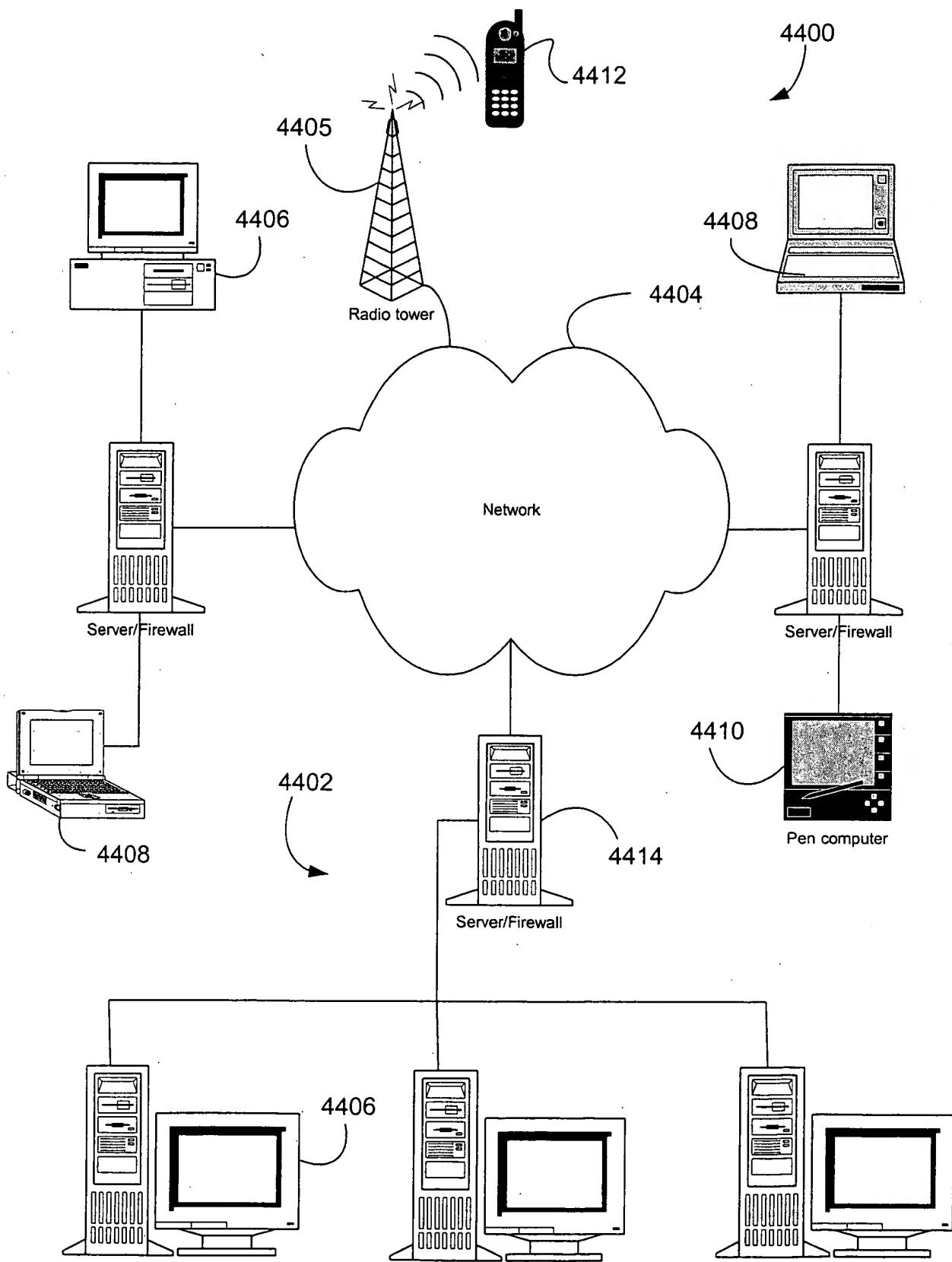


FIG. 44

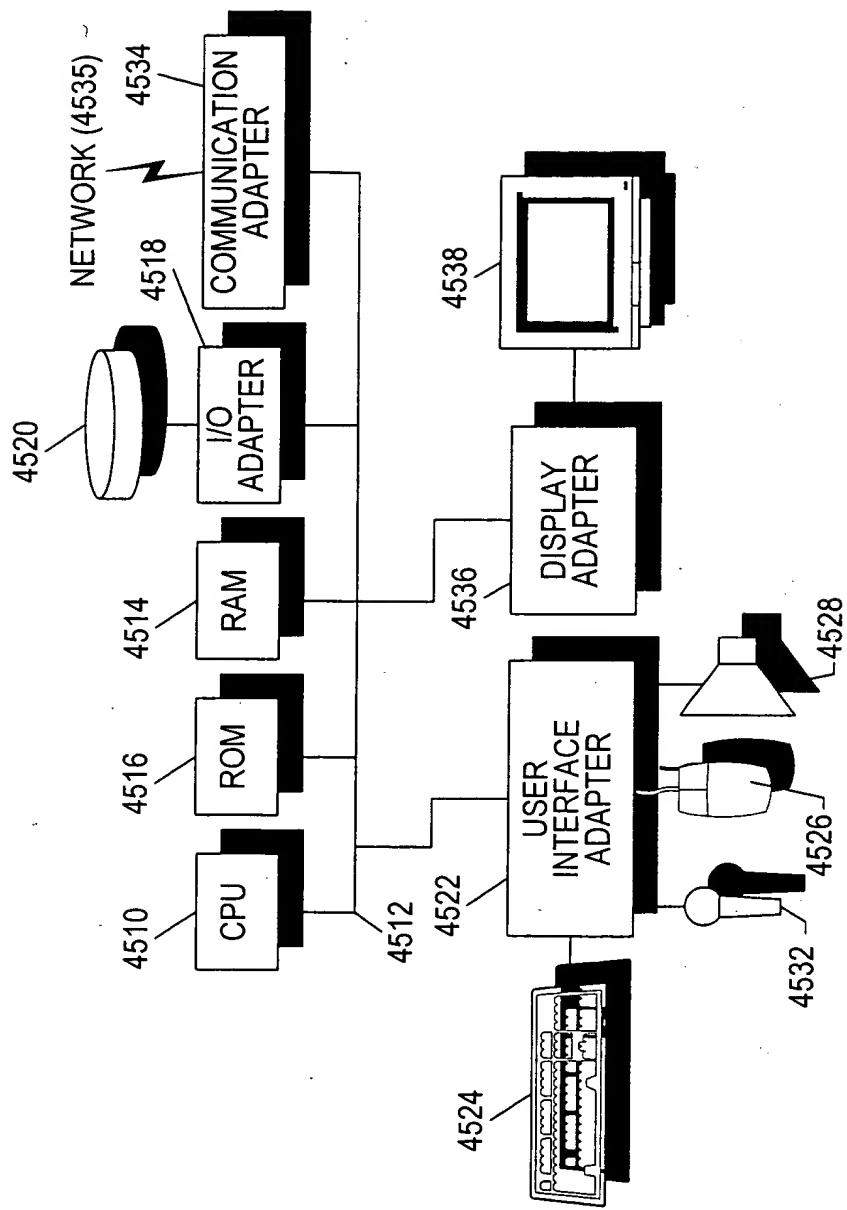


FIG. 45

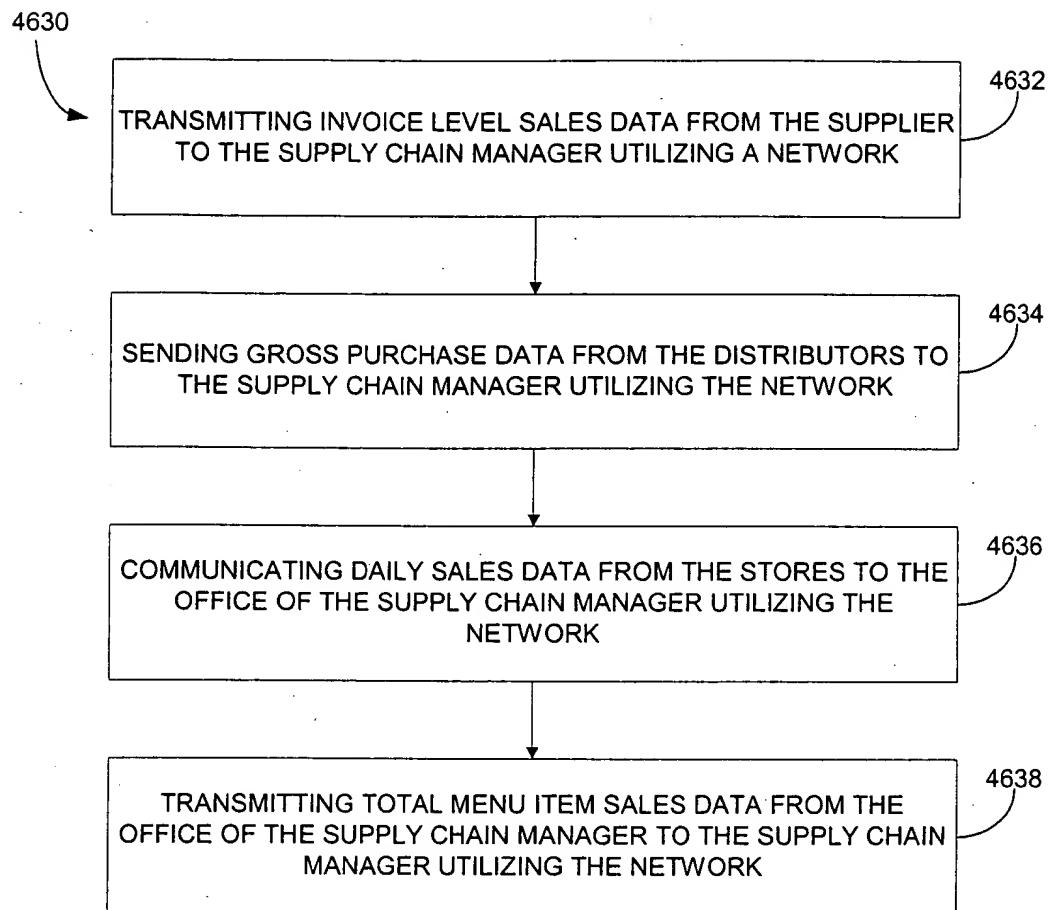


FIG. 46

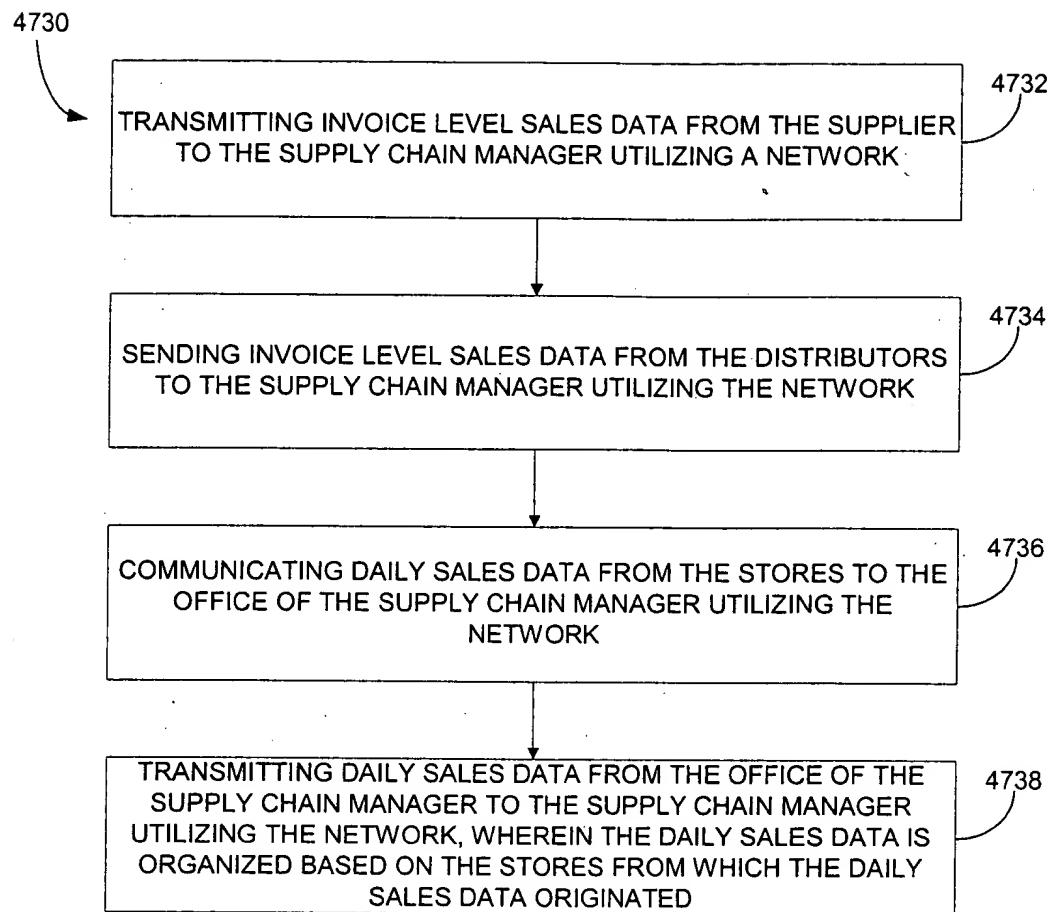


FIG. 47

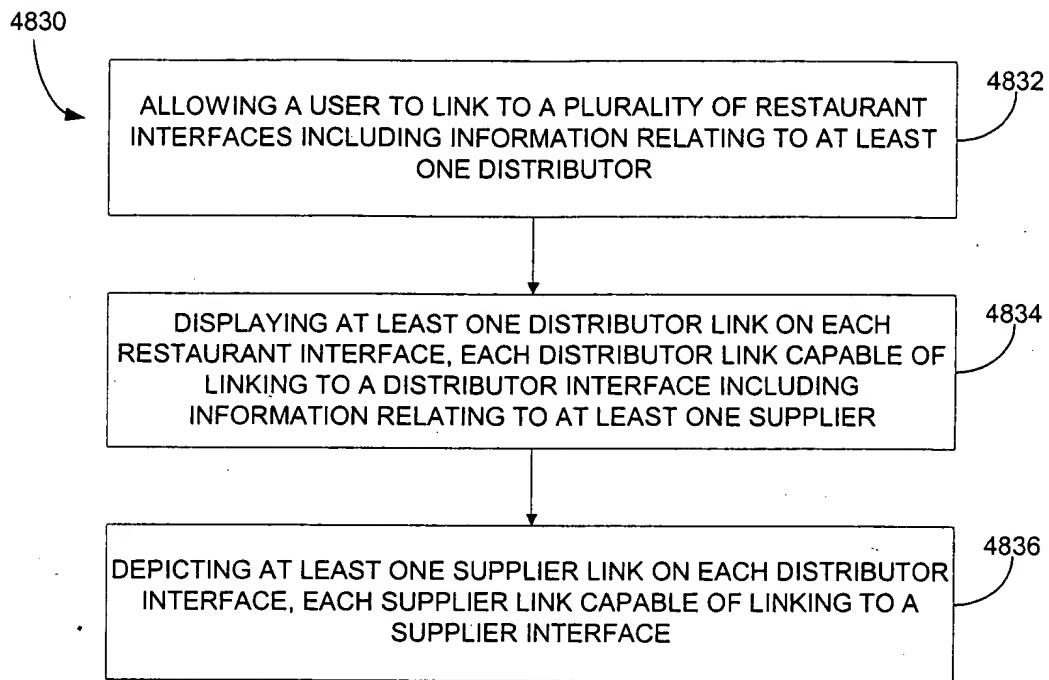


FIG. 48

Restaurant Services, Inc. - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address Go Links

RSI Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

Use Name Password Click For Help

Franchisee Enter Site

4902 4904 4900

About RSI

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Contact Information

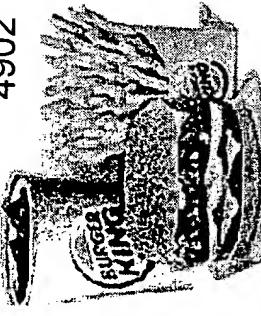
Map/Directions

General Information

Legal Information

More About RSI

Help BKC link NFA link







Internet

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

FIG. 49

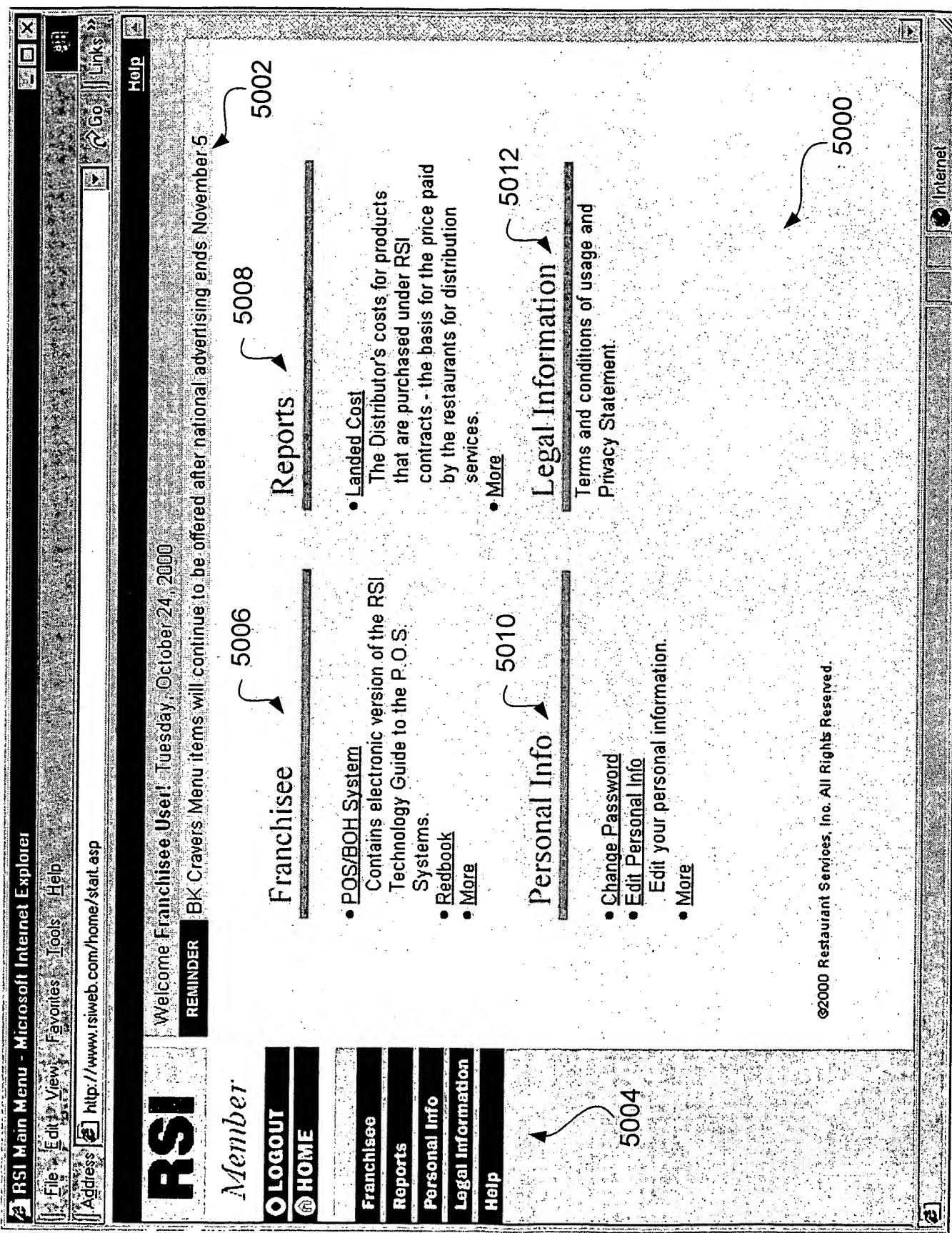


FIG. 50

00000000000000000000000000000000

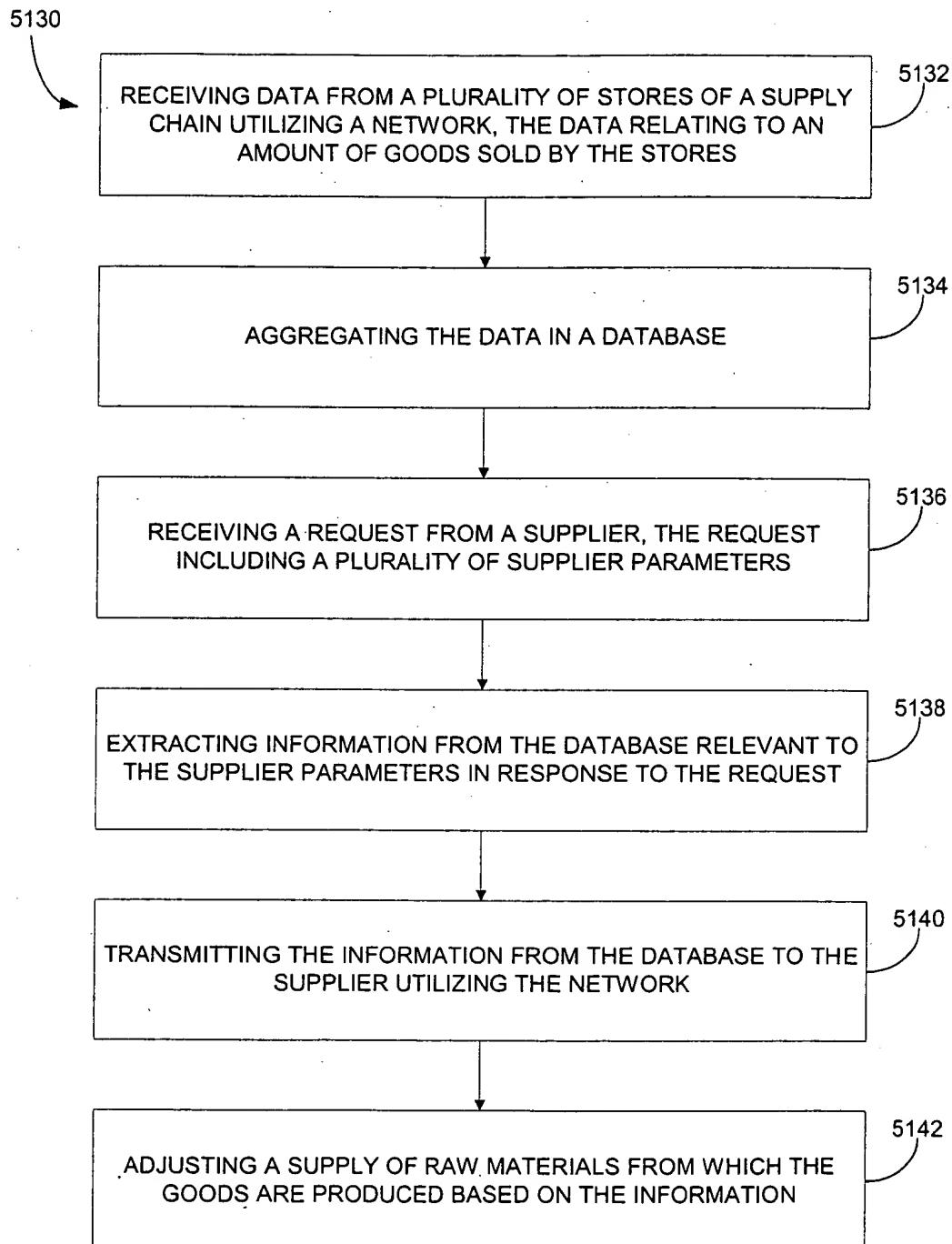


FIG. 51

00000000000000000000000000000000

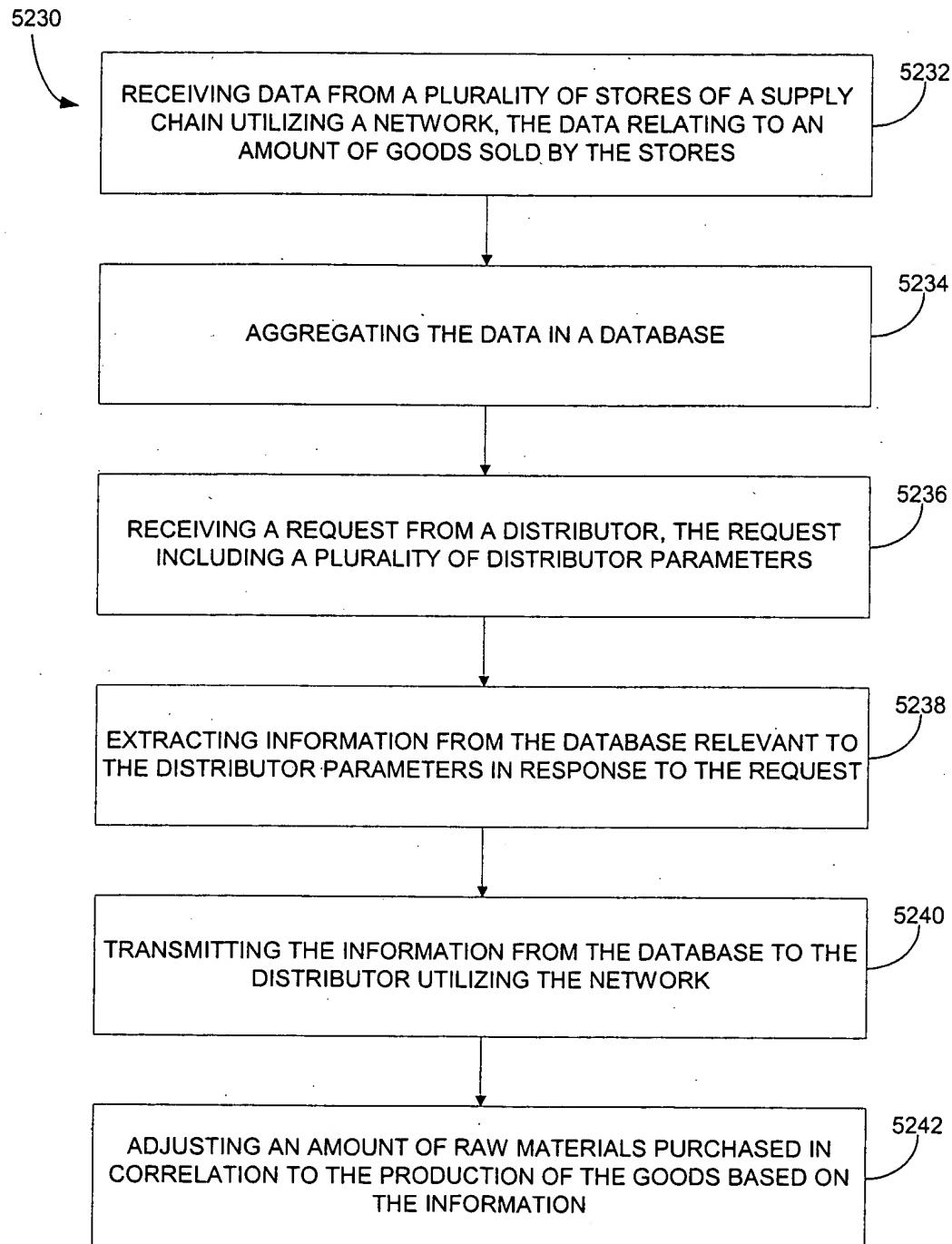


FIG. 52

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: http://www.iisweb.com/dc/d_iposdaily.asp

Printer Friendly Version

RSI

Distributor

Logout

HOME

Reports

Personal Info

Legal Information

Help

5300

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

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| 14 Day Rolling (Total Cases) | | | | | | | | | | | | | Week Ending Total | | | | | | | | | | | |
|--------------------------------------|--------------------------|-------|------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------------|-------|-------|-------|-------|------|------|------|------|------|--|--|
| DC Item No | Item Description | % Chg | 14 Day Avg | 10/23 | 10/22 | 10/21 | 10/20 | 10/19 | 10/18 | 10/17 | 10/16 | 10/15 | 10/14 | 10/13 | 10/12 | 10/11 | 10/10 | 10/9 | 10/2 | 9/25 | 9/18 | | | |
| Number of Restaurants Serviced by DC | | | | | | | | | | | | | 10/15 | | | 10/8 | | | 10/1 | | | 9/24 | | |
| 18988 | SAUCE: BBQ BULK BULLSEYE | 0.00% | 13 | 21 | 23 | 18 | 16 | 16 | 16 | 14 | 21 | 21 | 15 | 13 | 13 | 109 | 96 | 80 | 72 | | | | | |
| 20788 | MUSTARD: BULK BK | 0.00% | 12 | 18 | 20 | 16 | 14 | 14 | 13 | 14 | 19 | 19 | 16 | 15 | 14 | 110 | 104 | 104 | 100 | | | | | |
| 24340 | MAYONNAISE: BULK BK | 0.00% | 134 | 197 | 211 | 173 | 158 | 154 | 153 | 150 | 200 | 208 | 176 | 155 | 161 | 1184 | 1146 | 1142 | 1109 | | | | | |
| 24888 | 7.75" BK STRAW: WRAPPED | 0.00% | 21 | 33 | 34 | 27 | 25 | 24 | 24 | 24 | 34 | 33 | 27 | 24 | 24 | 189 | 179 | 186 | 178 | | | | | |
| 25318 | FORK: WRAPPED BULK BK | 0.00% | 10 | 11 | 12 | 10 | 9 | 8 | 9 | 8 | 11 | 12 | 11 | 10 | 9 | 9 | 70 | 71 | 56 | 58 | | | | |
| 25452 | KNIFE: WRAPPED BULK BK | 0.00% | 3 | 3 | 3 | 2 | 2 | 2 | 2 | 2 | 3 | 3 | 3 | 2 | 2 | 2 | 18 | 16 | 8 | 9 | | | | |
| 27892 | KETCHUP: BULK BAG IN BOX | 0.00% | 89 | 134 | 142 | 115 | 104 | 102 | 101 | 100 | 138 | 139 | 116 | 106 | 102 | 798 | 771 | 776 | 743 | | | | | |
| 27890 | KETCHUP: PACKETS 10g BK | 0.00% | 127 | 164 | 206 | 160 | 143 | 142 | 139 | 144 | 197 | 197 | 160 | 142 | 140 | 1112 | 1070 | 1078 | 1044 | | | | | |

Done Internet

FIG. 53

File Edit View Favorites Tools Help

Address

RSI

Distributor

Logout

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

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| Local Promotion Option | DC | Start Date | Projected Only Usage | Duration (In Weeks) | Participating Restaurants | Non-Participating Restaurants |
|------------------------|--------------------------------|------------|----------------------|---------------------|---------------------------|-------------------------------|
| 32 oz. Motor Cup | Chicago, IL | 5/1/00 | 85 | 99 | 8 | |
| | Davenport/R-Moline, IA | 8/1/00 | 85 | 32 | 17 | |
| | Des Moines/Ames, IA | 7/10/00 | 85 | 17 | 28 | |
| | Omaha, NE | 7/10/00 | 85 | 17 | 50 | |
| | Peoria, IL | 8/1/00 | 85 | 99 | 17 | |
| | Sioux City, IA | 6/26/00 | 85 | 99 | 10 | |
| 32 oz. Motor Cup Total | Springfield-Decatur-Chmpg, IL | 8/1/00 | 85 | 99 | 1 | |
| Big King | Ceda Rapids/Marion/Dubuque, IA | 4/15/00 | 85 | 131 | | |
| | Davenport/R-Moline, IA | 4/15/00 | 98 | 17 | | |
| | Orumwa/Kilksville, IA | 4/15/00 | 99 | 3 | | |
| Big King Total | | | | 39 | | |
| Pancake Minis | Chicago, IL | 5/15/00 | 20 | 99 | 8 | |
| | Peoria, IL | 5/1/00 | 20 | 99 | 7 | |
| | Sioux City, IA | 4/16/00 | 20 | 99 | 10 | |
| Pancake Minis Total | | | | 35 | | |

Done

Internet

FIG. 54

File Edit View Favorites Tools Help

Address Go Back Forward Stop

Logout Home Reports Personal Info Legal Information Help

RSI

POS Implied Daily Usage - Supplier

Supplier:

Printer Friendly Version

POS Implied Daily Usage - Supplier
Tuesday, October 24, 2000

Supplier: TYSON FOODS

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| FOB Point | RSI Item No | Item Description | 14 Day Rolling (Total Cases) | | | | | | | | | | | | 30 Week Ending Total | | | | |
|------------------------------|--------------------|------------------|------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|----------------------|------------|------------|------|------|
| | | | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | 14 Day Avg | | |
| TOTAL | | | | | | | | | | | | | | | | | | | |
| Total of DC Locations | | | | | | | | | | | | | | | | | | | |
| 6 | CHICKEN PATTY | 0.00% | 90 | 137 | 144 | 111 | 100 | 98 | 96 | 100 | 134 | 137 | 126 | 100 | 100 | 790 | 774 | 786 | 781 |
| 7 | CHICKEN BK BROILER | 0.00% | 35 | 61 | 80 | 48 | 46 | 43 | 43 | 40 | 53 | 60 | 48 | 46 | 41 | 330 | 327 | 354 | 344 |
| 8 | CHICKEN TENDERS | 0.00% | 222 | 335 | 337 | 265 | 240 | 226 | 226 | 246 | 349 | 346 | 255 | 228 | 223 | 1915 | 1808 | 1418 | 1203 |
| | CHICKN | | | | | | | | | | | | | | | | | | |

Internet

5500

FIG. 55

File Edit View Favorites Tools Help

Address: http://www.rsiweb.com/ran/r1_mplc.asp?report=true

Go Links Help

RSI

Member **Logout** **HOME**

Landed Cost Report

5600

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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| RSI Item No | RSI Item Description | DC Cost | Markup | Net Cost |
|-------------|---|---------|--------|----------|
| 10340 | 4439 REGISTER TAPE THERMAL 2.25" X 165' | \$21.27 | \$1.57 | \$22.84 |
| 12880 | 3588 SUGAR SUBSTITUTE-PINK PKT 2000 CT | \$6.87 | \$1.57 | \$7.44 |
| 18888 | 389 SAUCE BULK KRAFTBULLSEYE | \$24.48 | \$1.67 | \$26.05 |
| 19432 | 4473 COFFEE-FOLGERS REGULAR | \$44.50 | \$1.57 | \$46.07 |
| 20788 | 87 MUSTARD BULK 36AL | \$6.45 | \$1.57 | \$8.02 |
| 20840 | 4281 WRAP-LOCAL OPTION | \$29.78 | \$1.57 | \$31.35 |
| 24340 | 88 SAUCE BULK MAYONNAISE | \$7.81 | \$1.57 | \$9.38 |
| 24600 | 4270 WATER-ICE MOUNTAIN .5L | \$6.41 | \$1.57 | \$7.98 |

Printed

FIG. 56

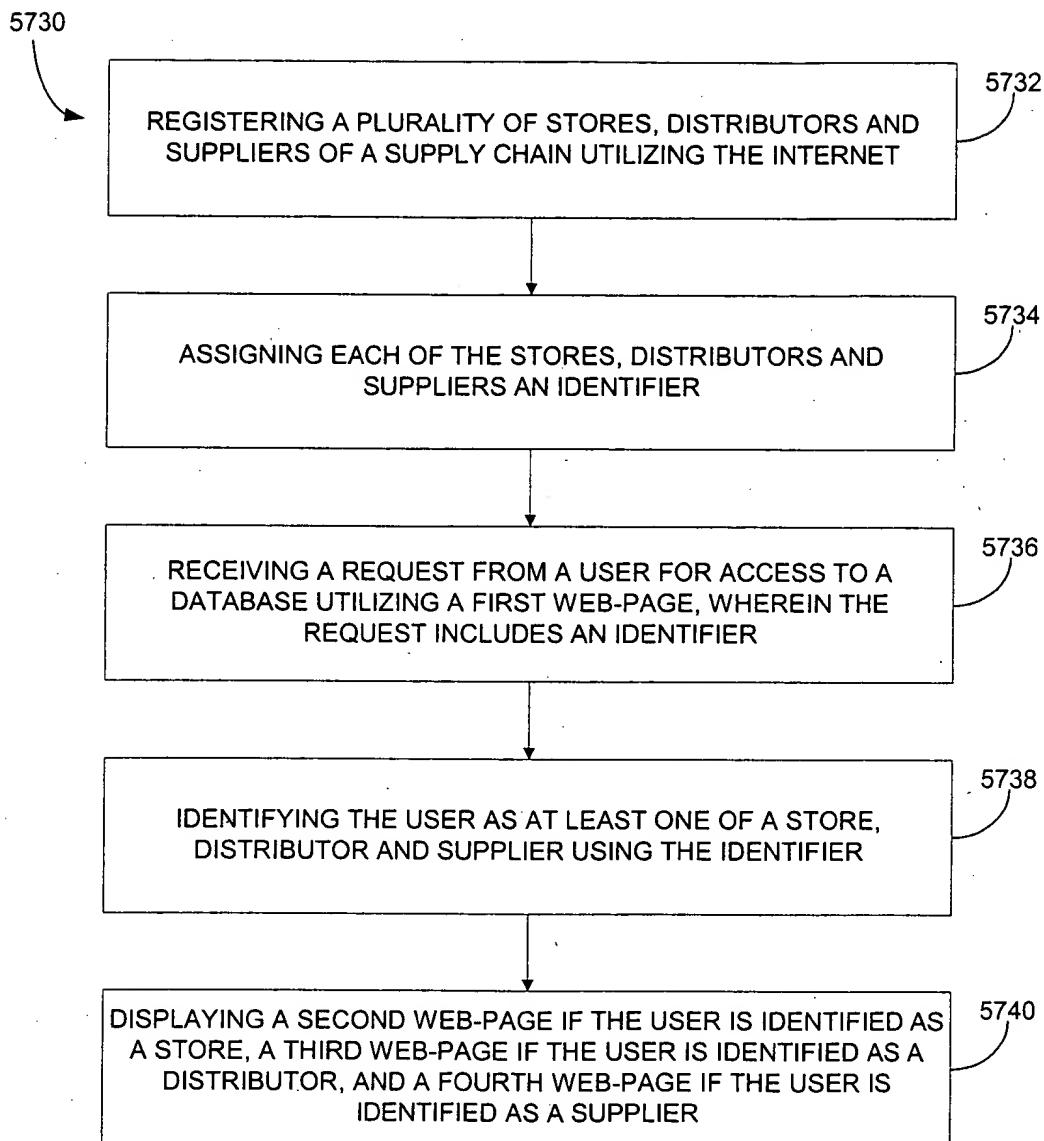


FIG. 57

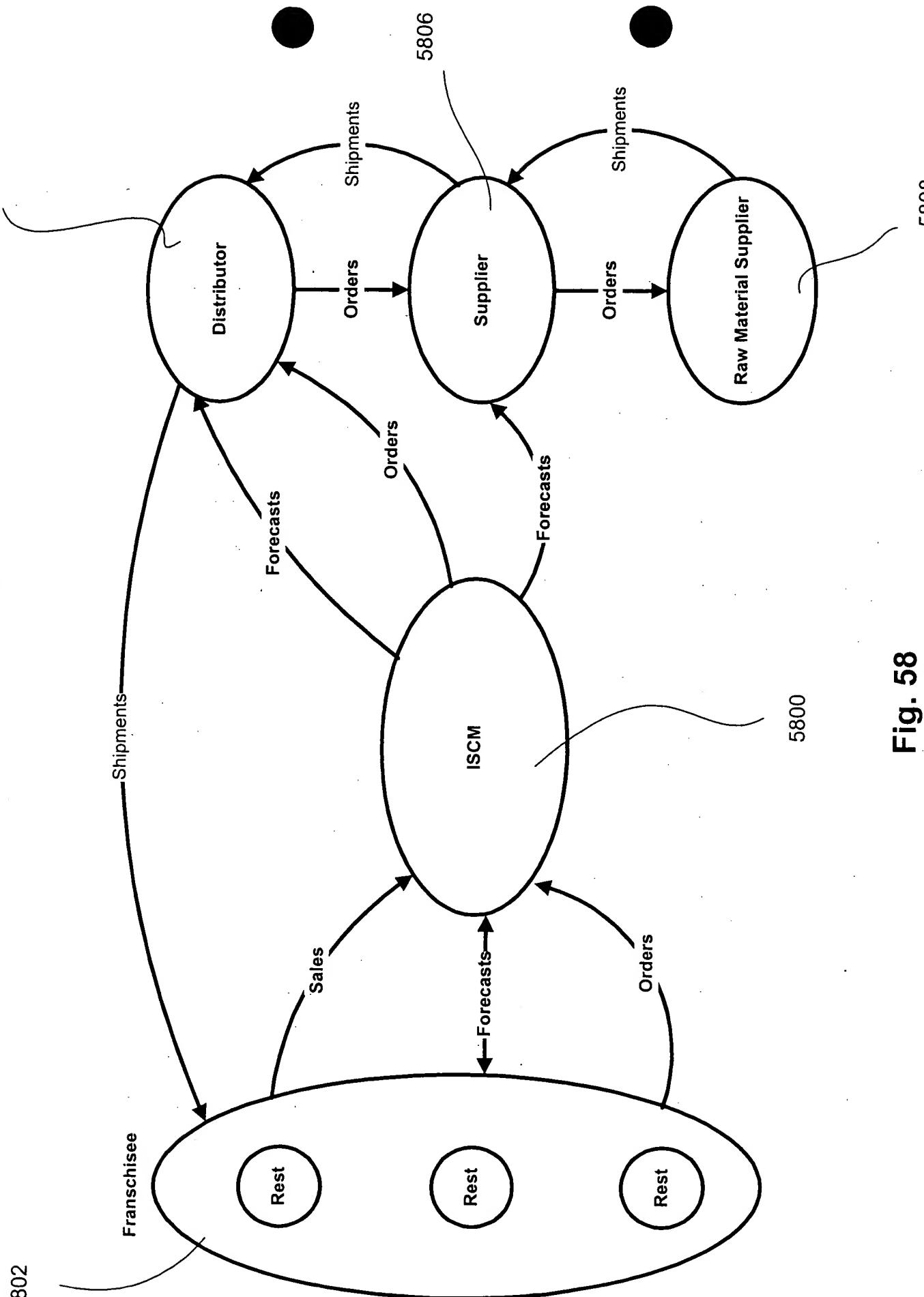


Fig. 58

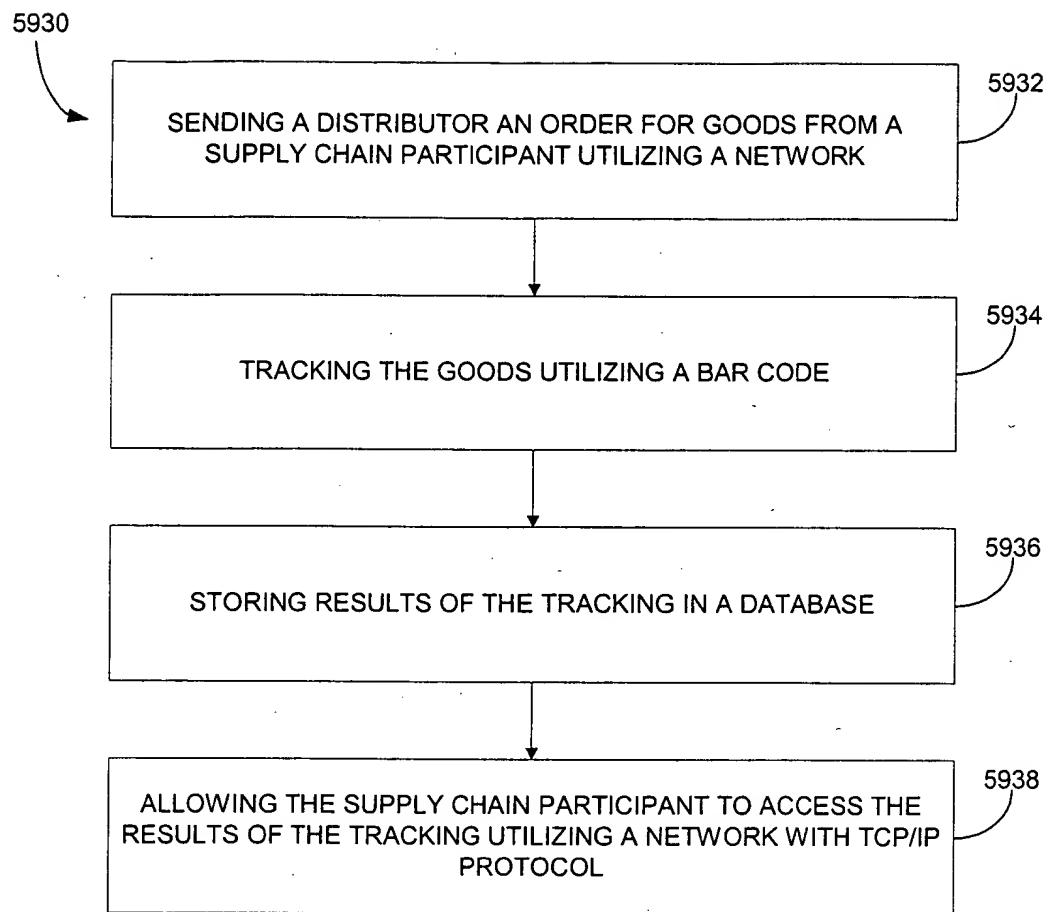


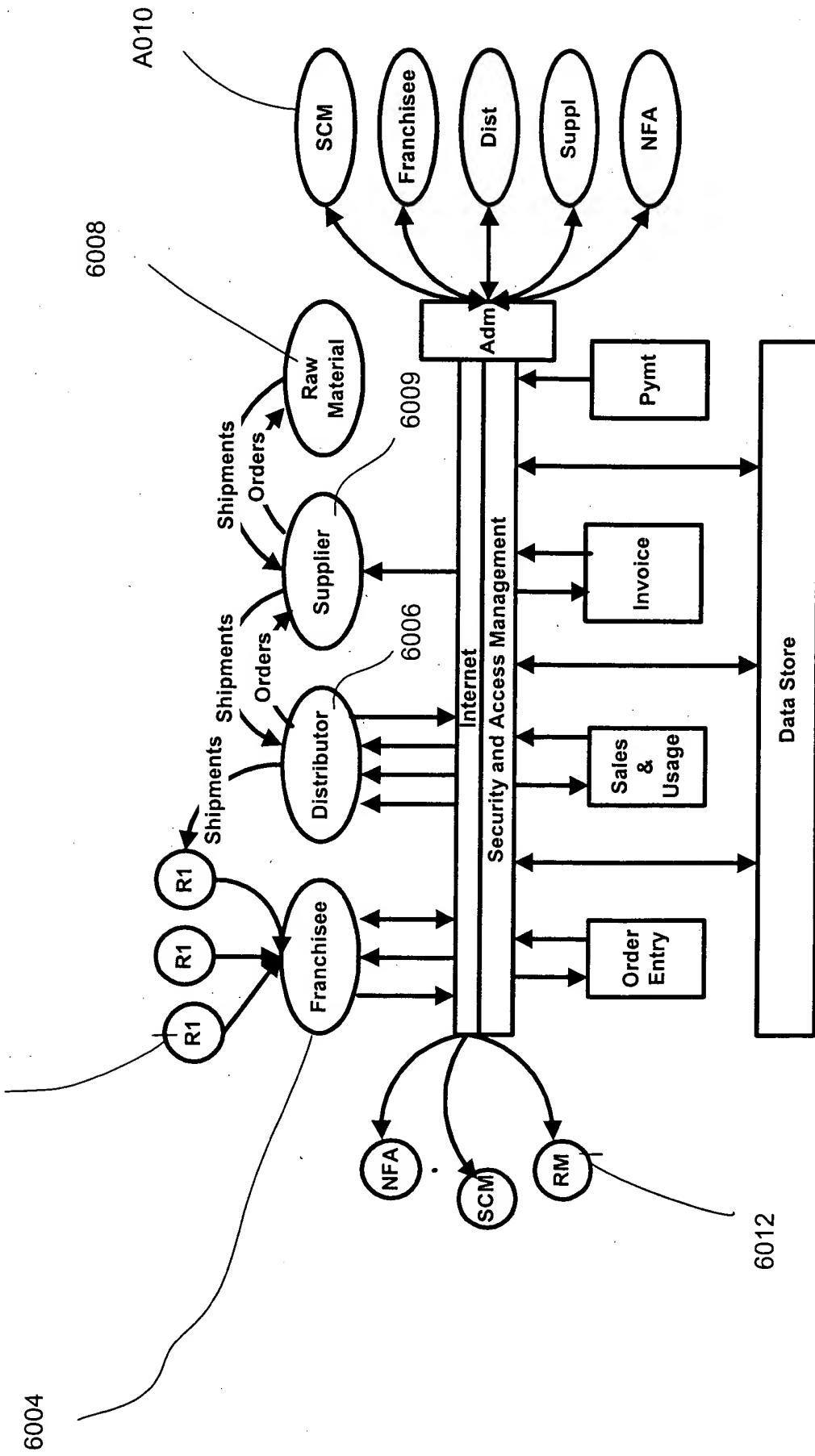
FIG. 59

Fig. 60

W D E T F H G " E G + H E @ G D

6002

W D E T F H G " E G + H E @ G D



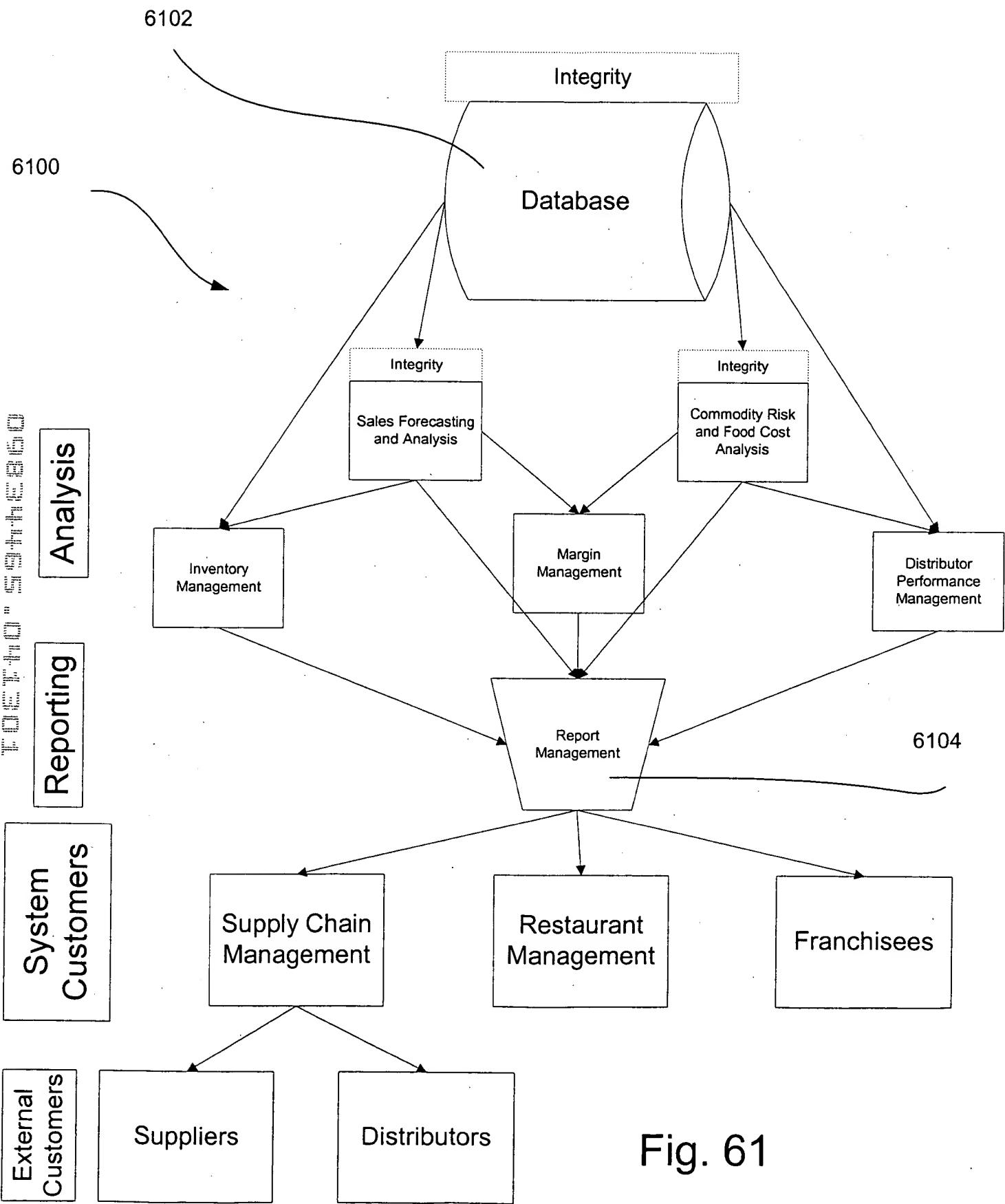


Fig. 61

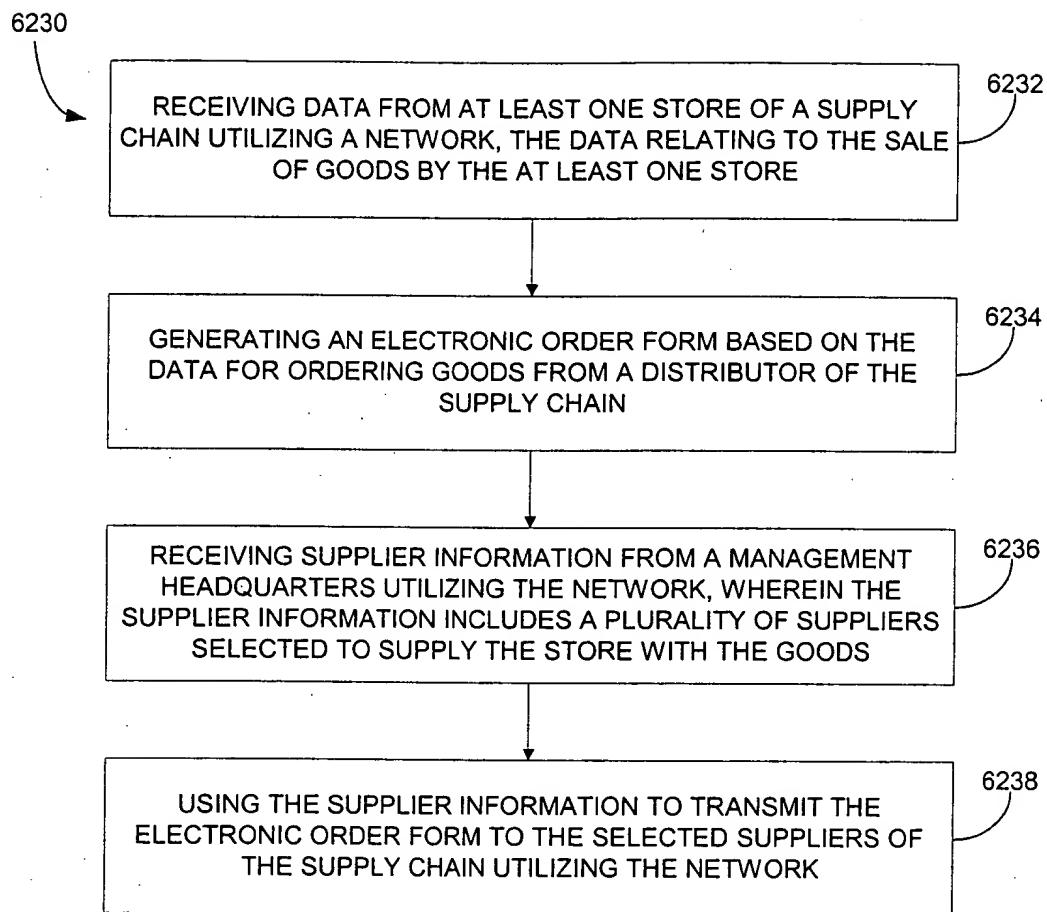


FIG. 62

6300

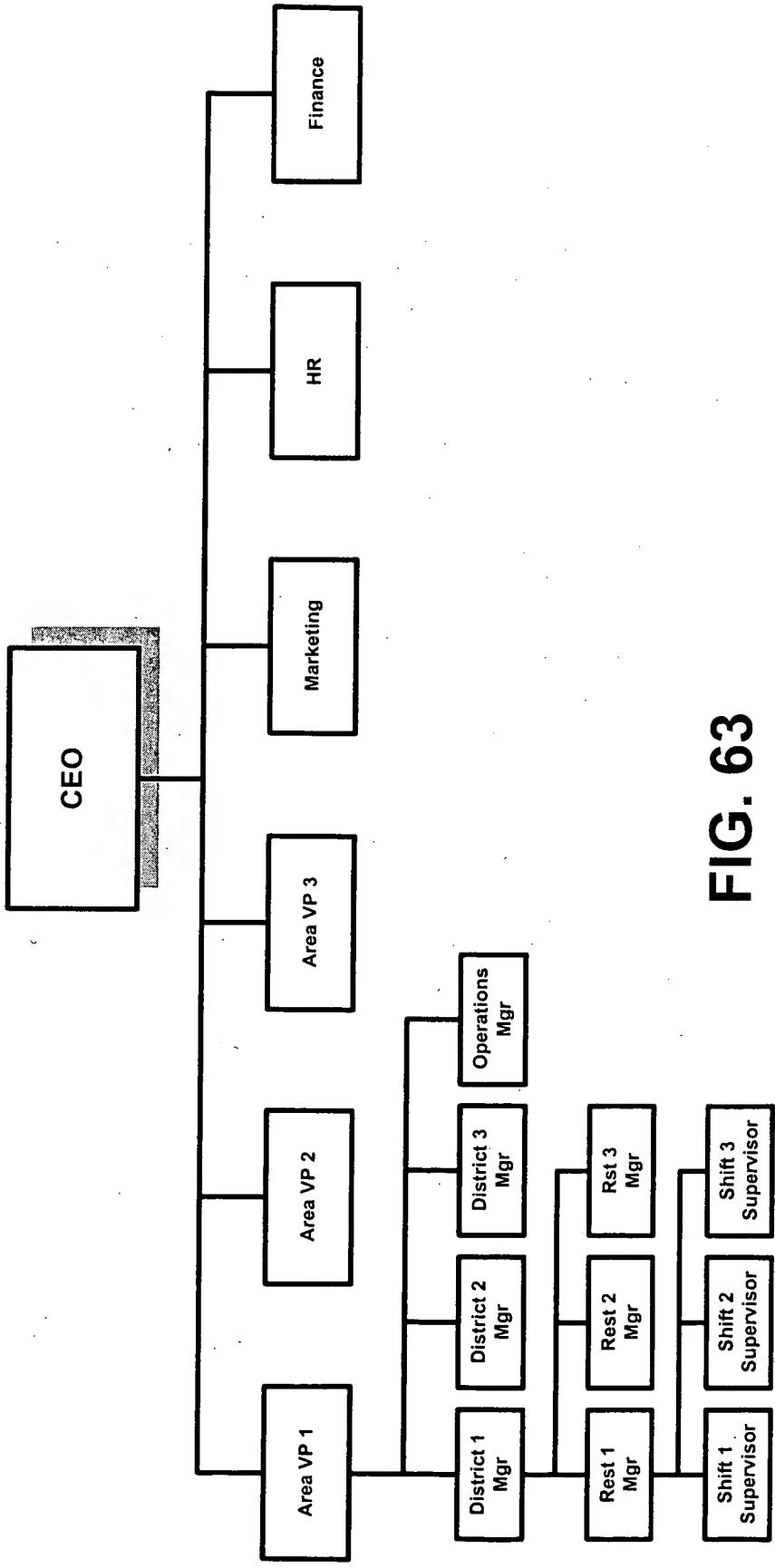


FIG. 63

0598344555 044404

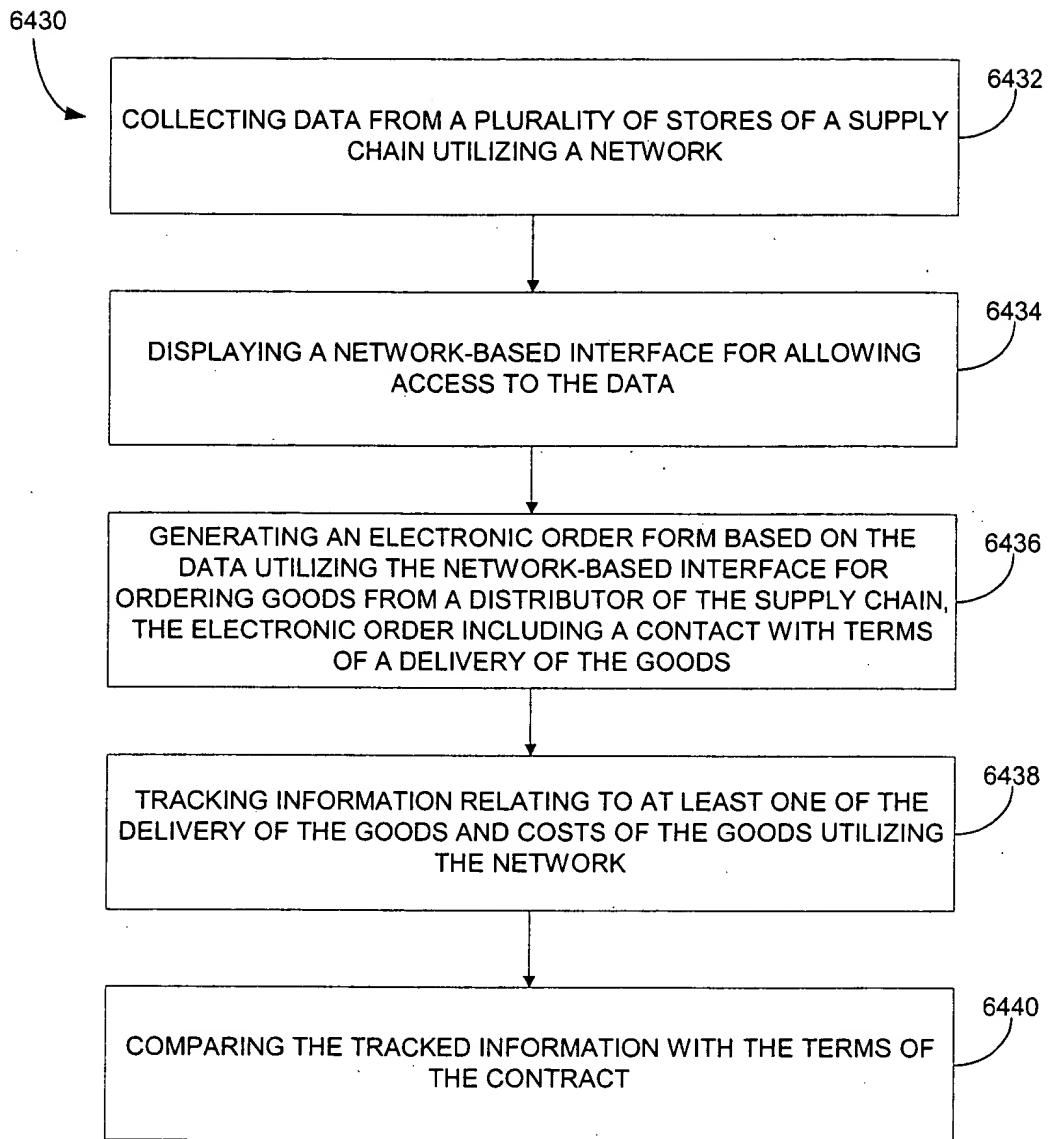


FIG. 64

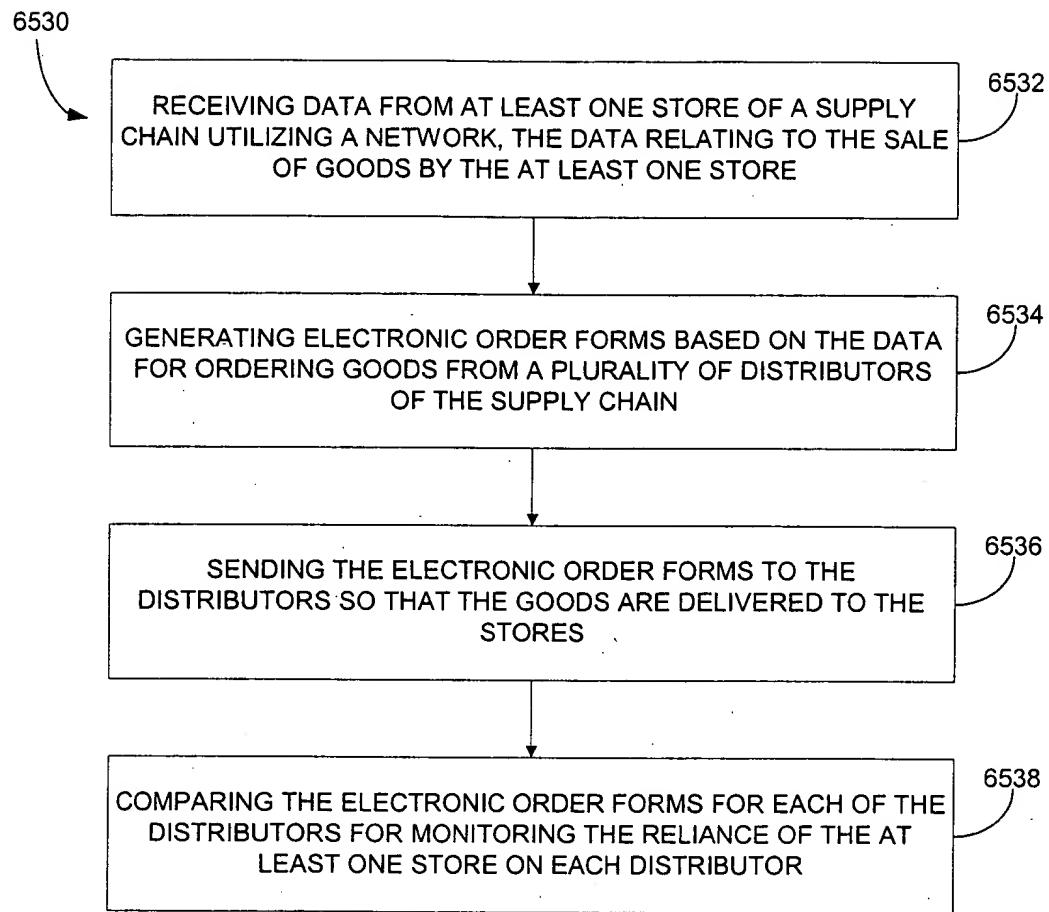


FIG. 65

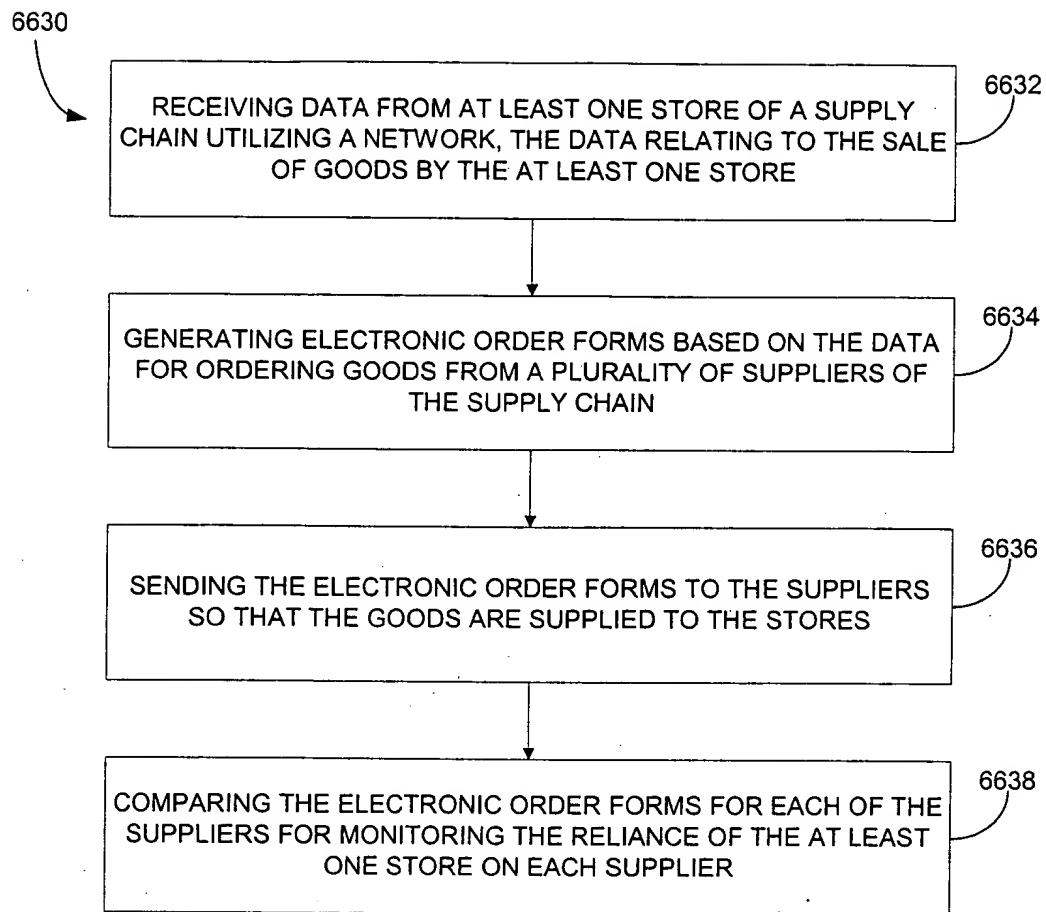


FIG. 66

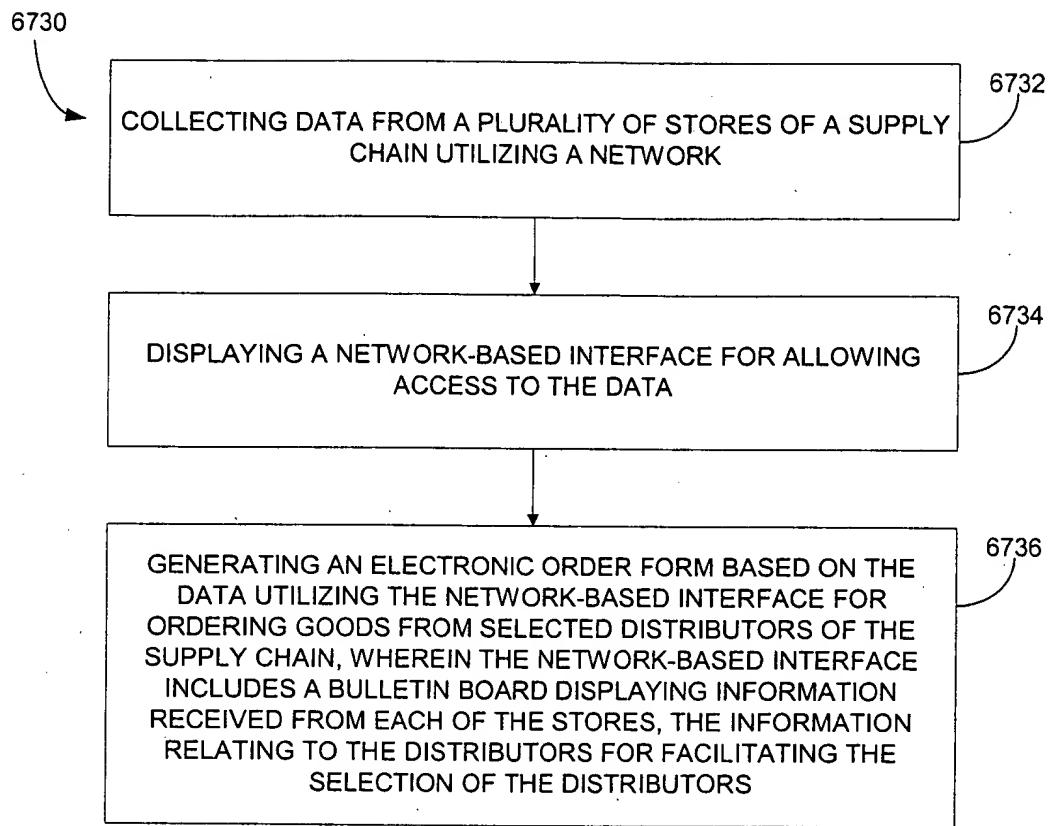


FIG. 67

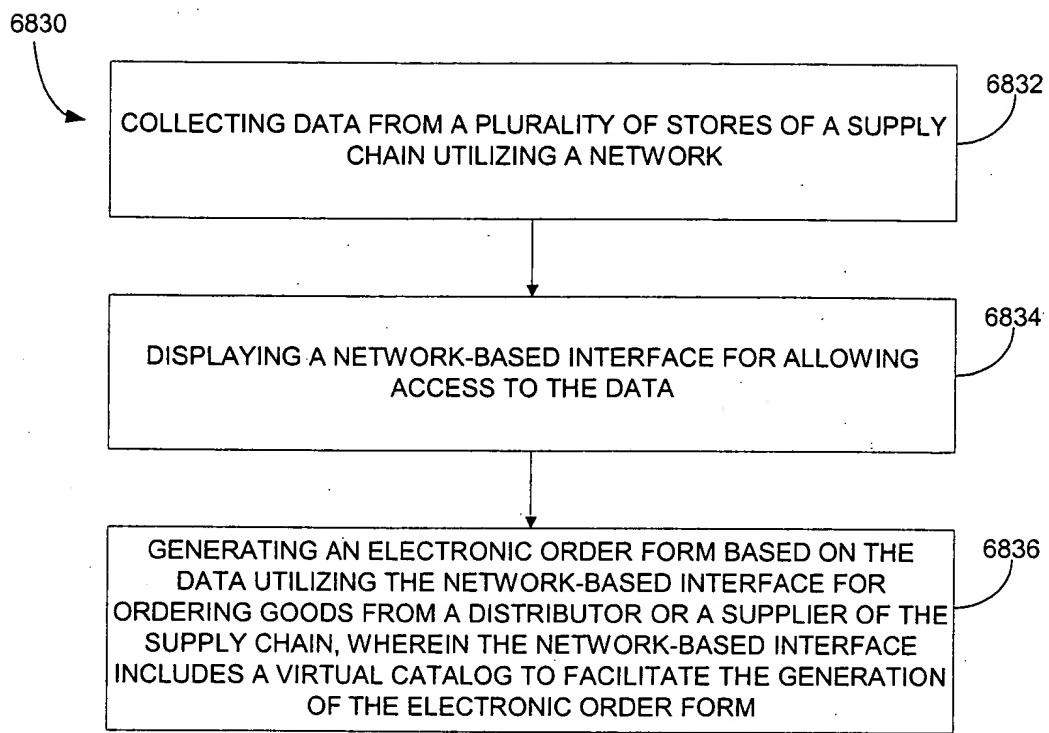
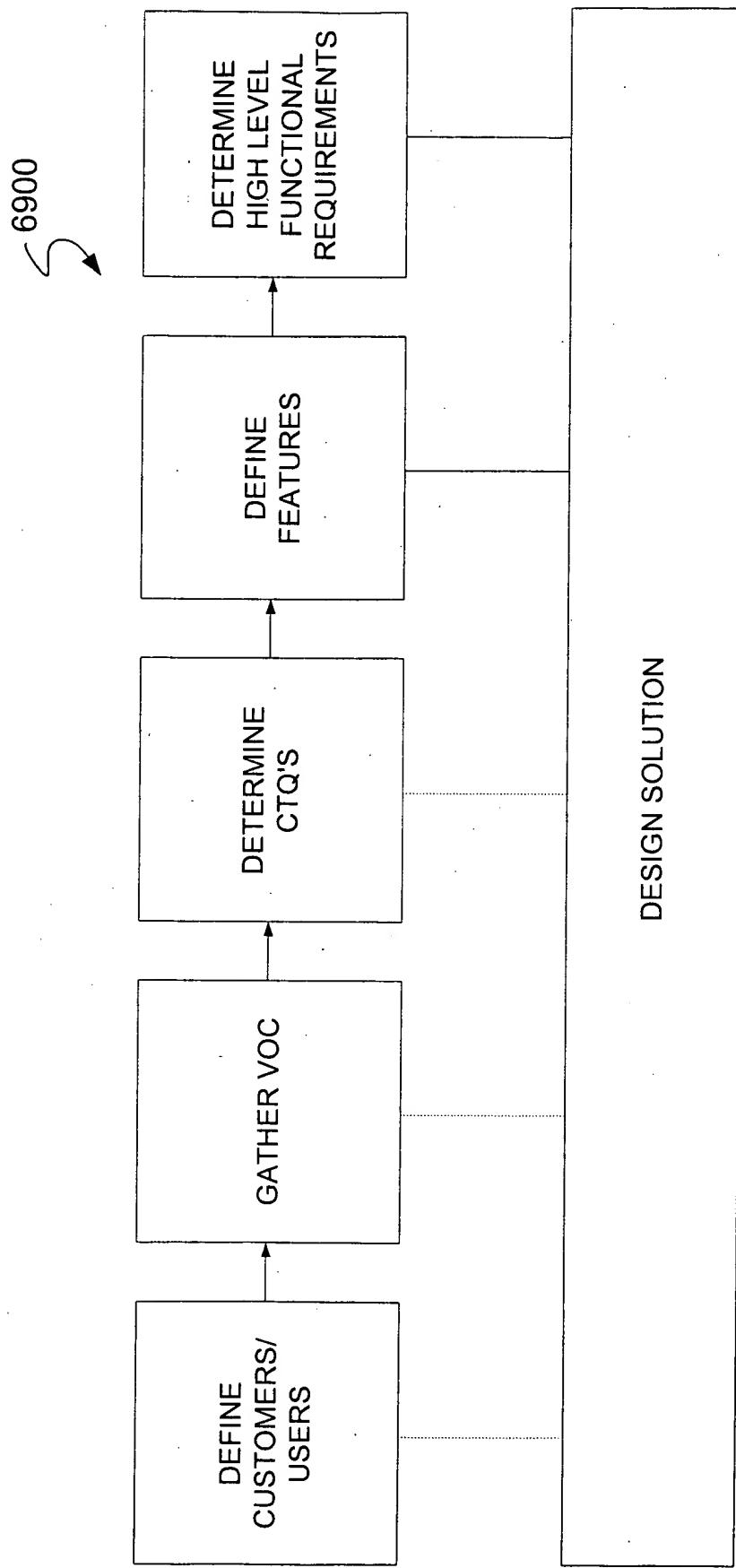
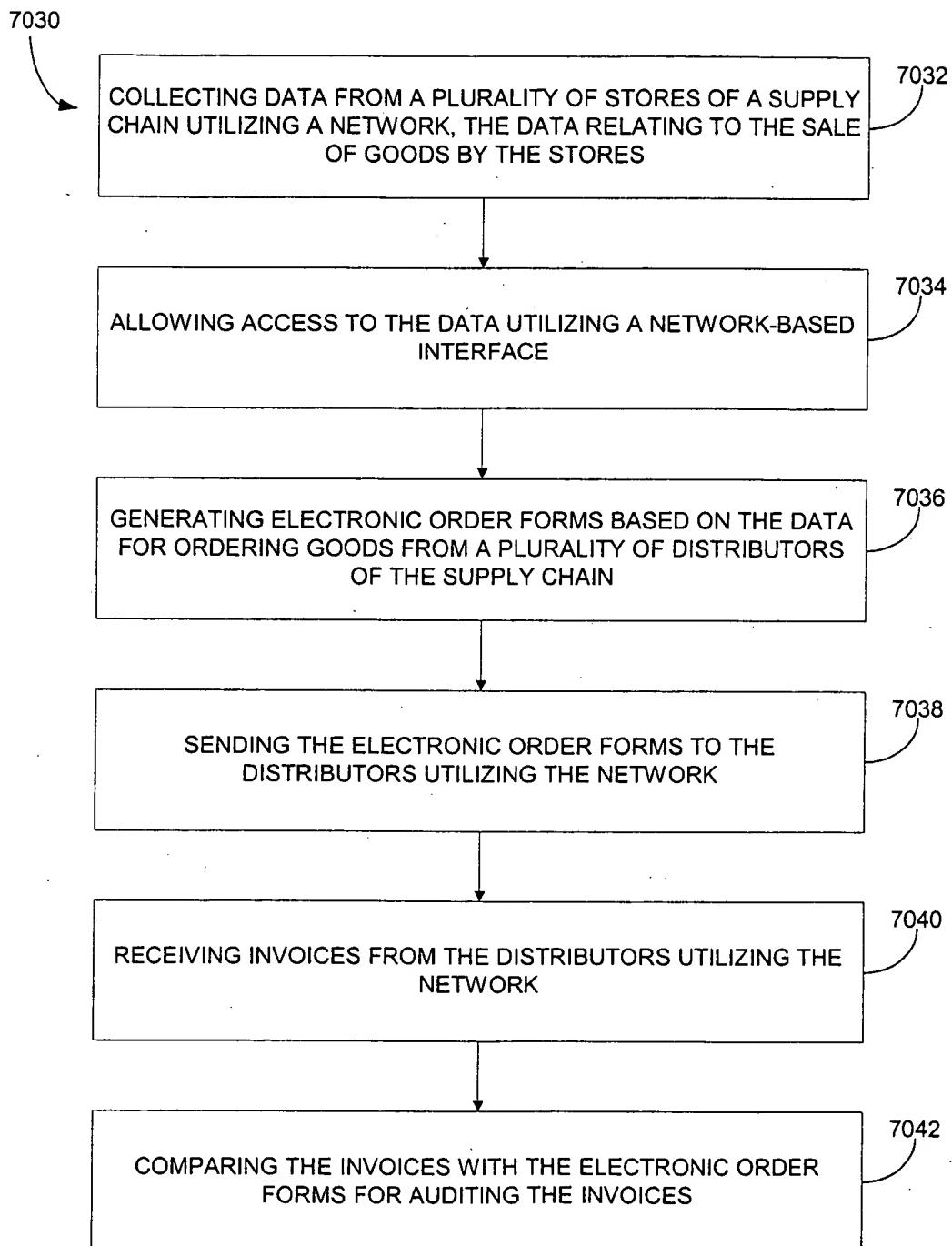


FIG. 68

FIG. 69



**FIG. 70**

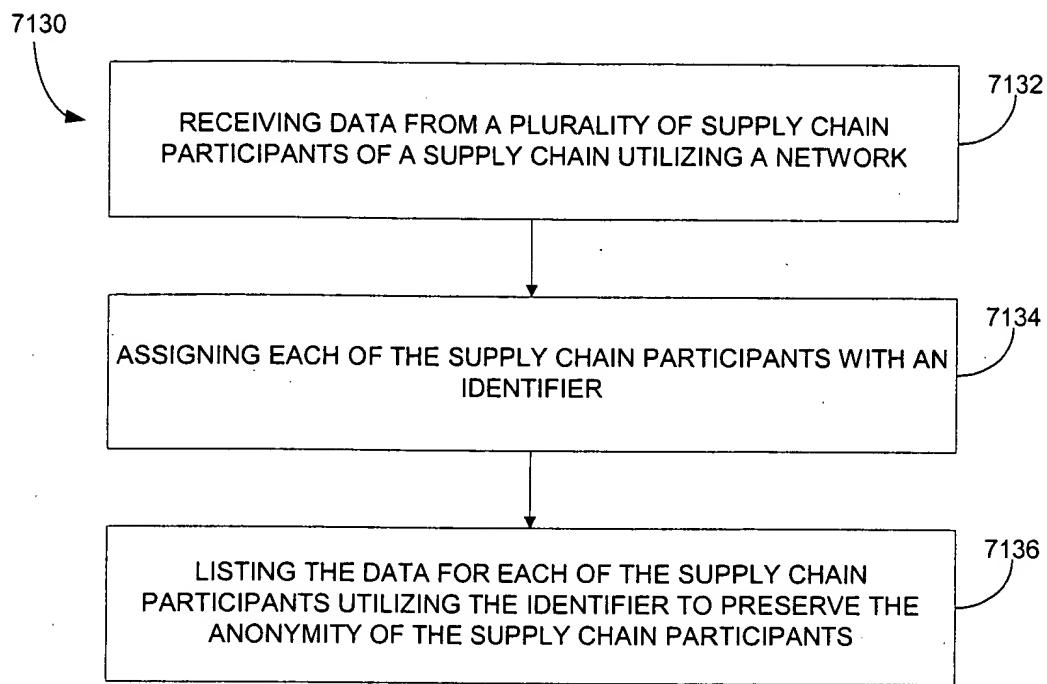


FIG. 71

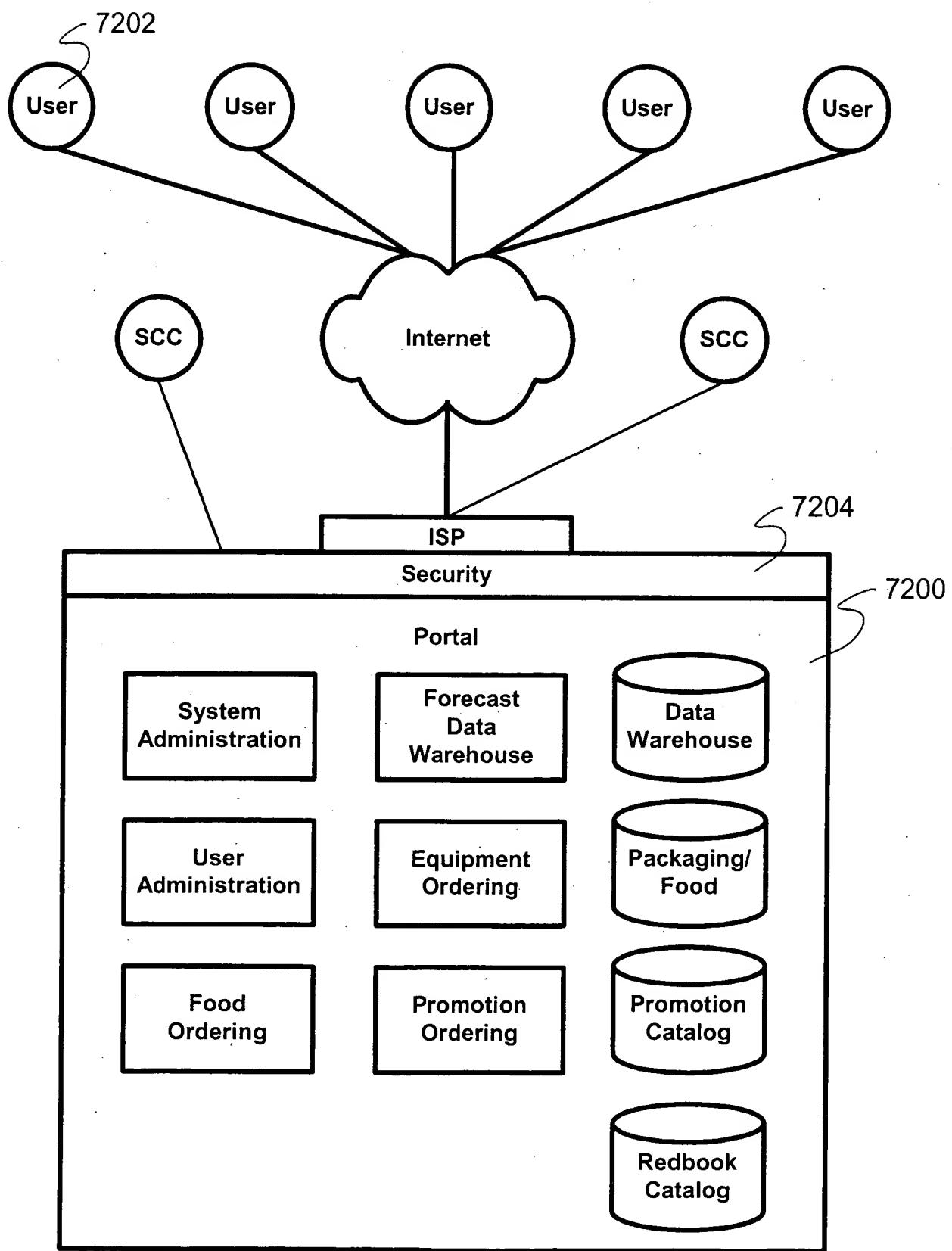
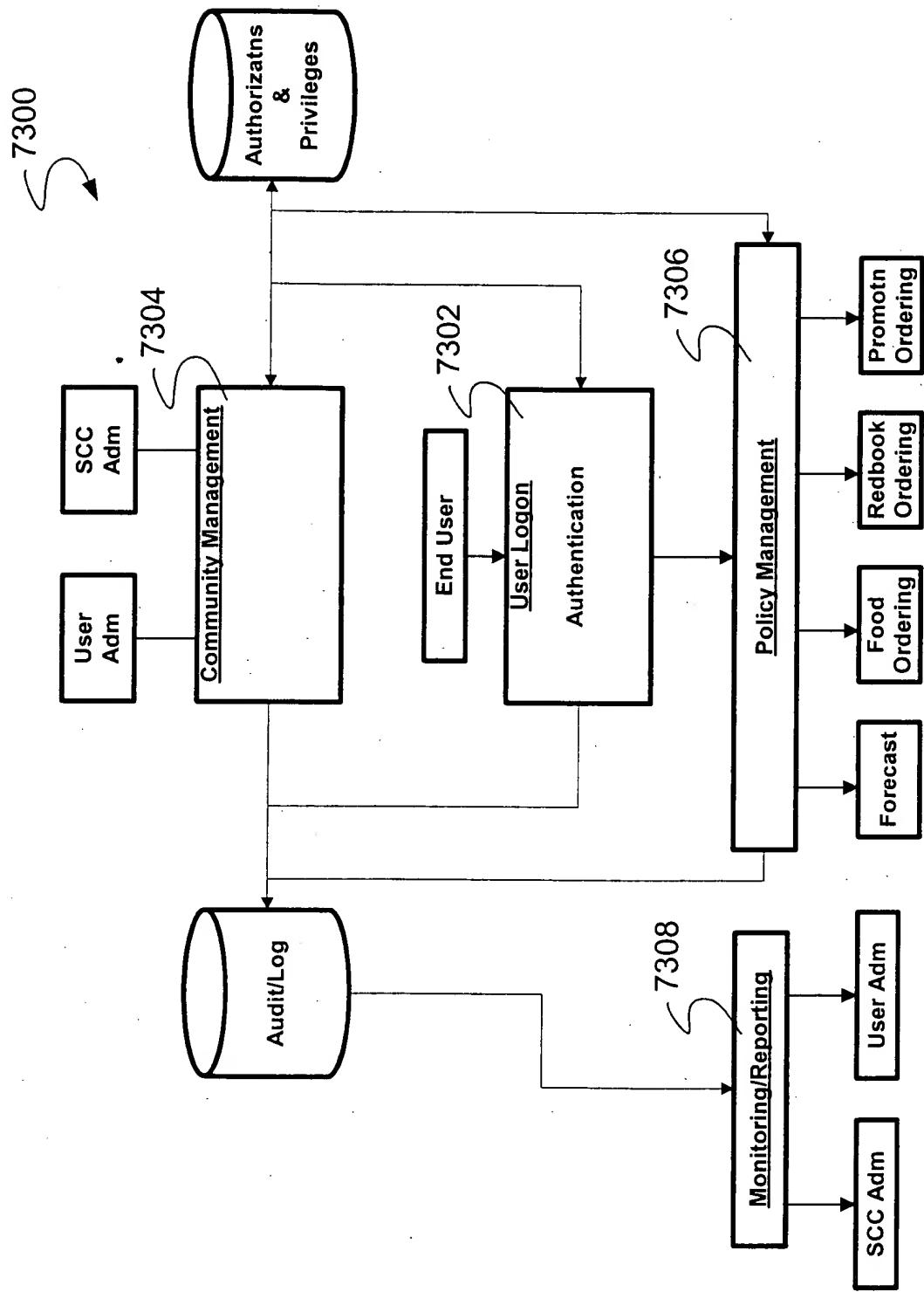


FIG. 72

FIG. 73



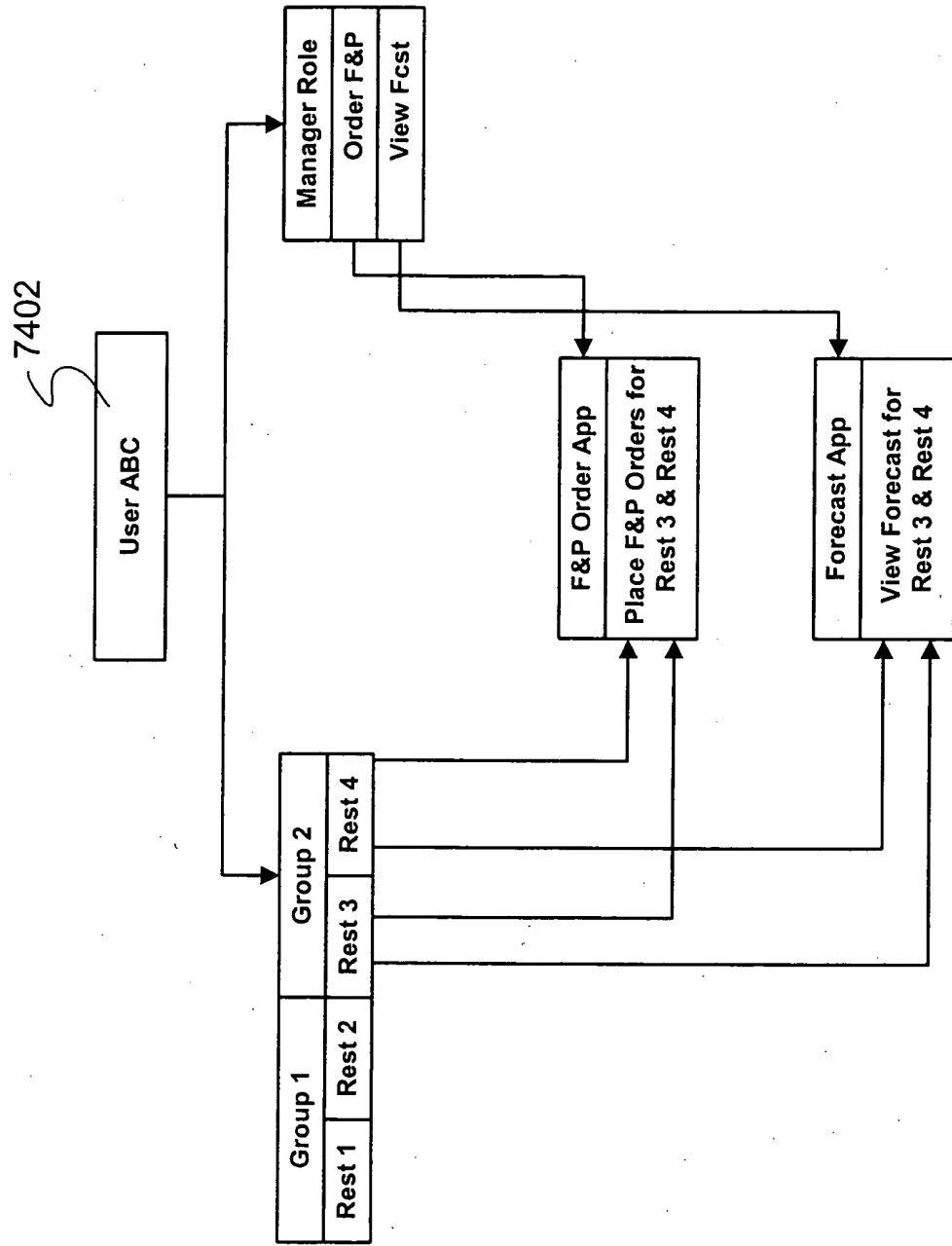


FIG. 74

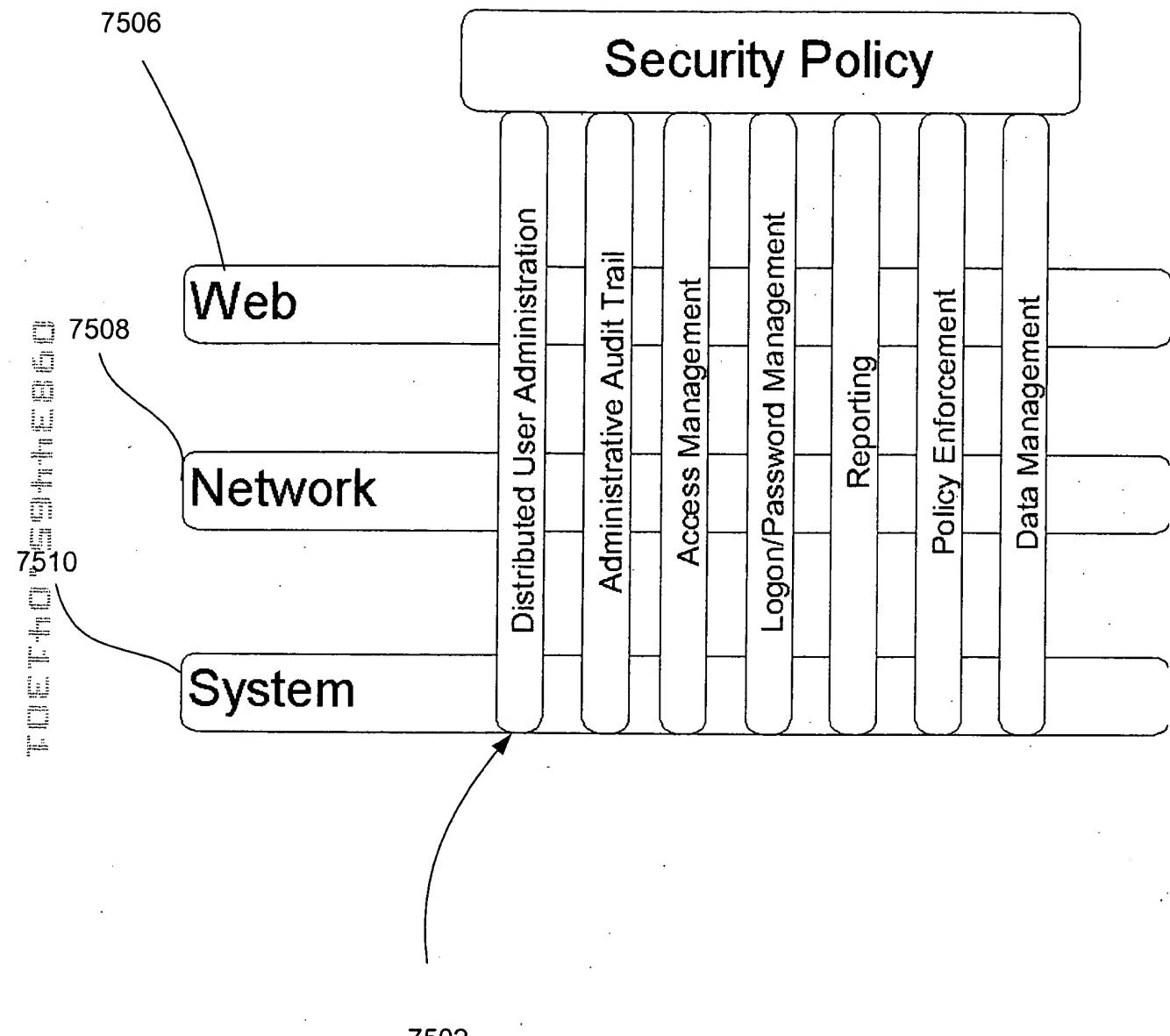


Fig. 75

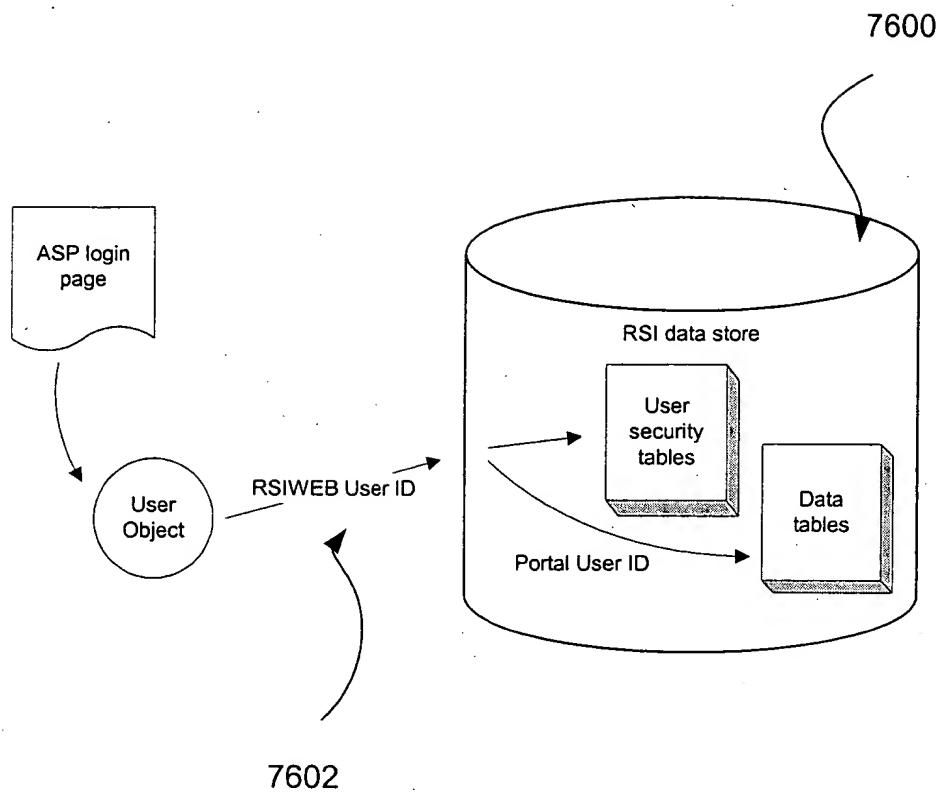
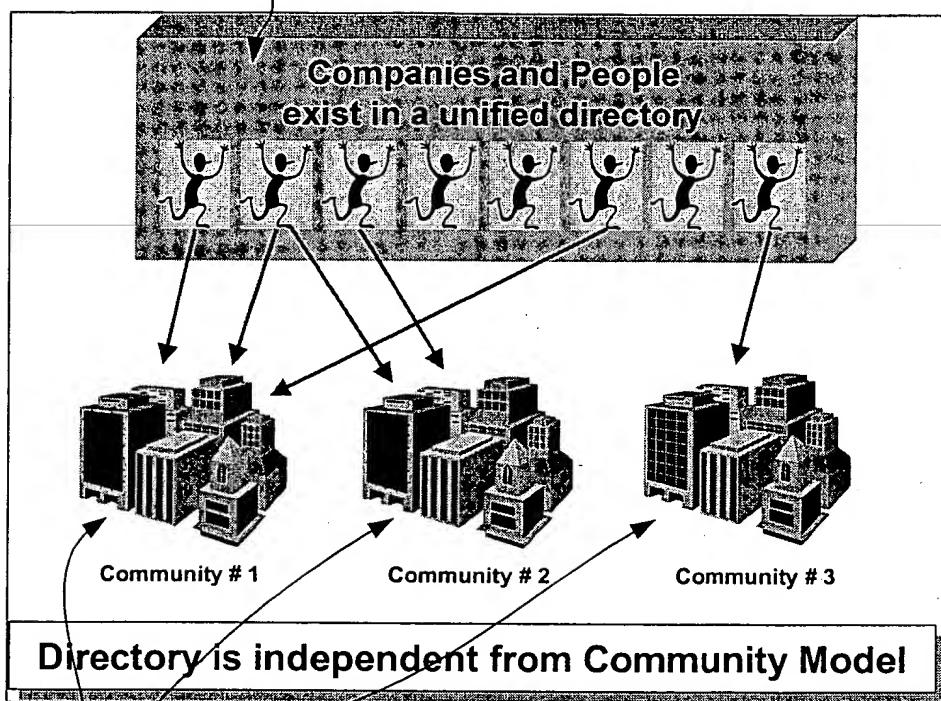


Fig. 76

7700

7704



7702

Fig. 77

7800

7802

7804

BEST AVAILABLE COPY

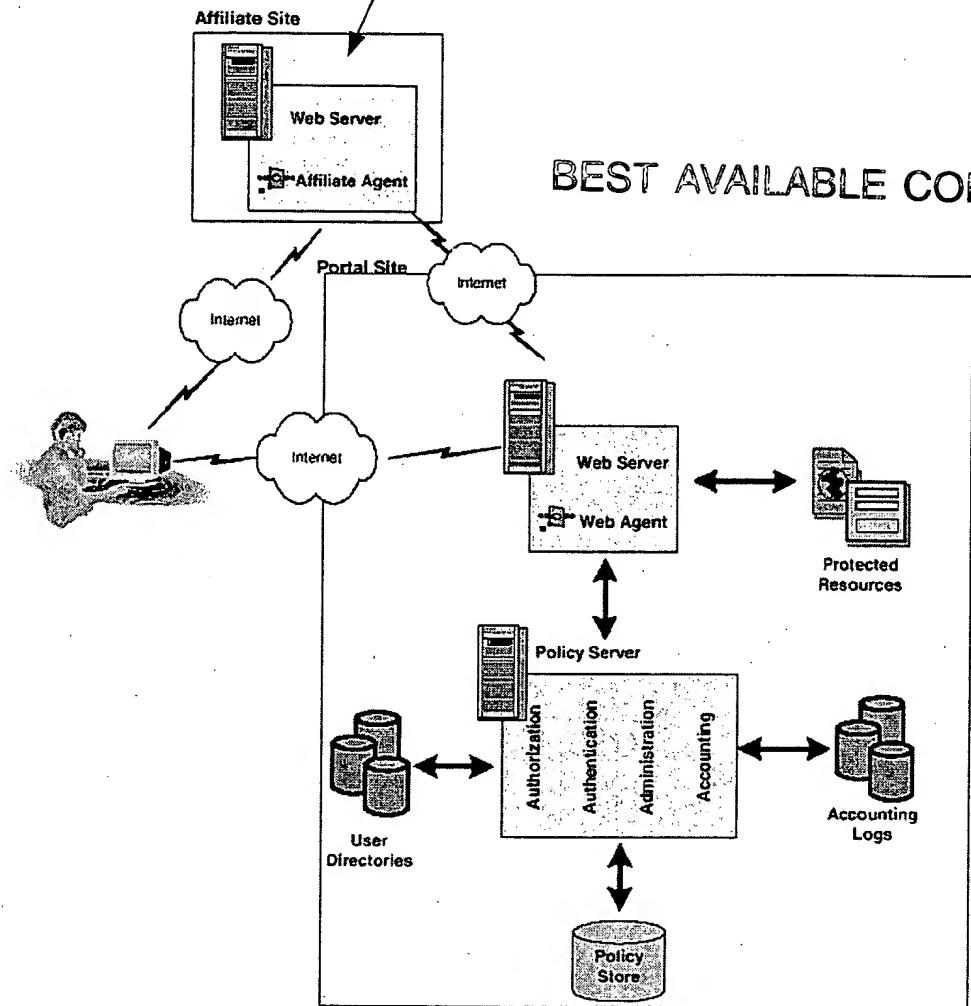
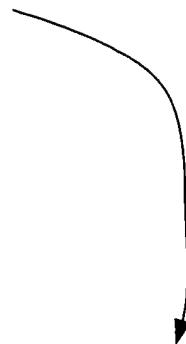


Fig. 78

7900



7902

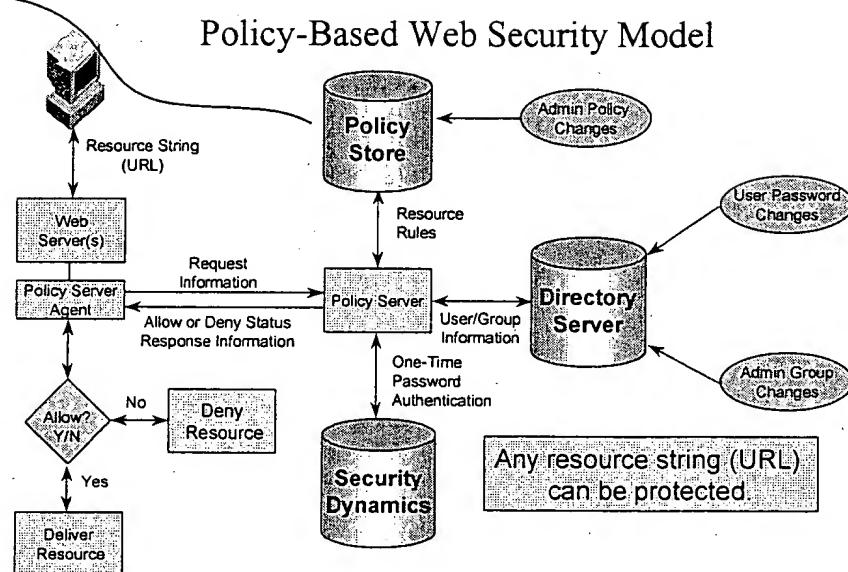


Fig. 79

09634165 044304

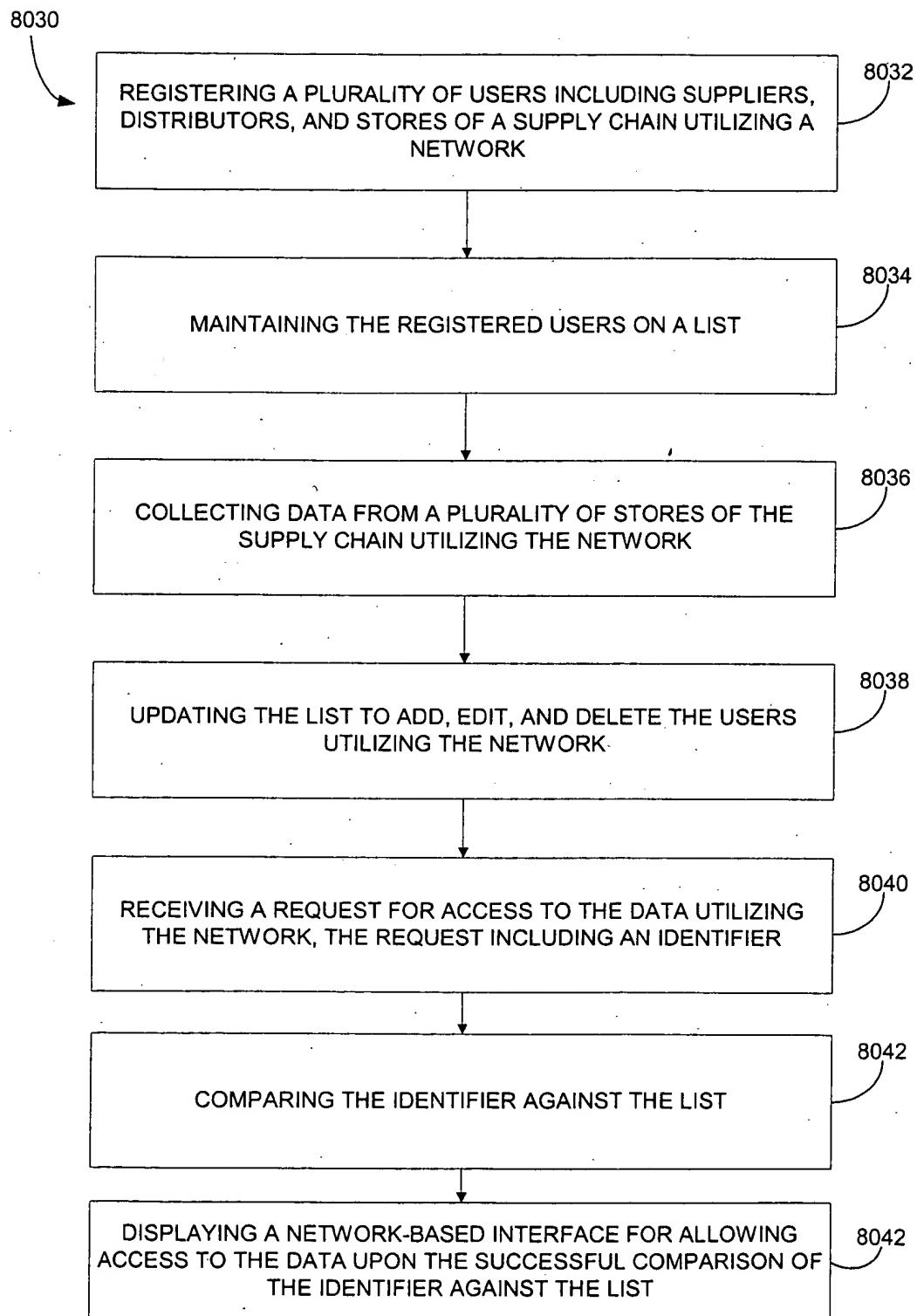


FIG. 80

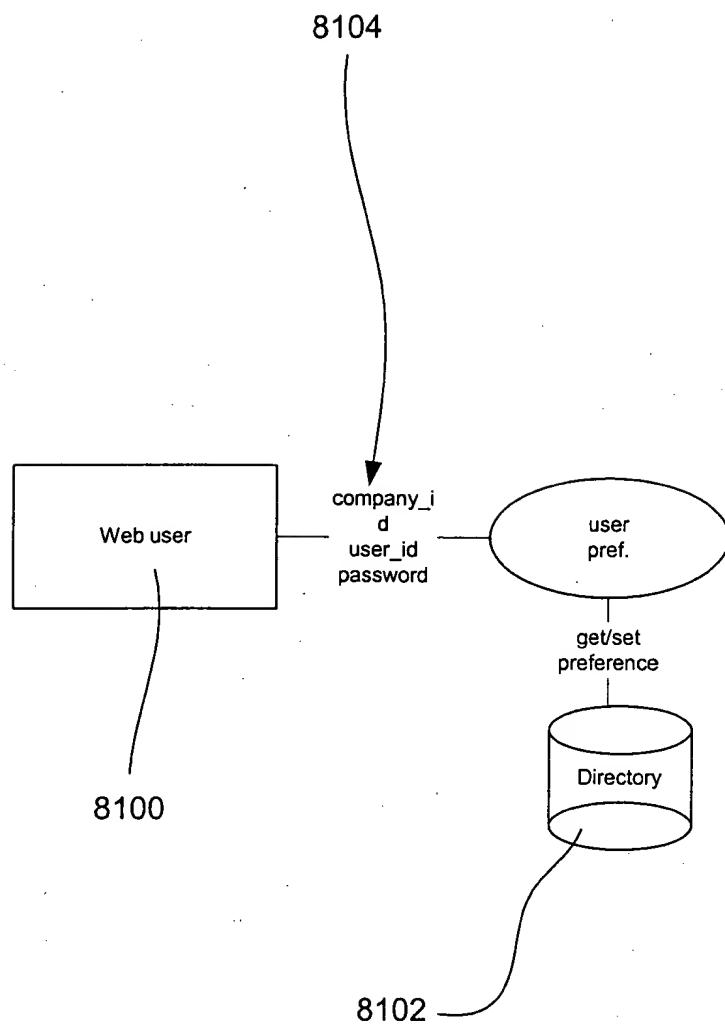


Fig. 81

8200

8202

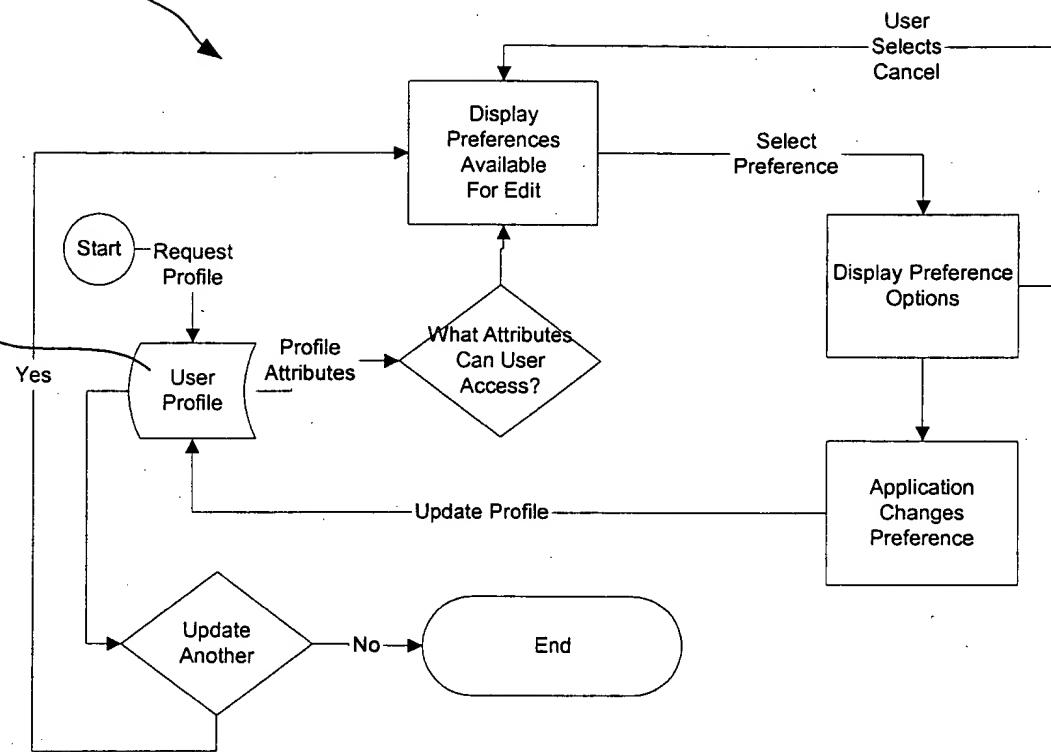


Fig. 82

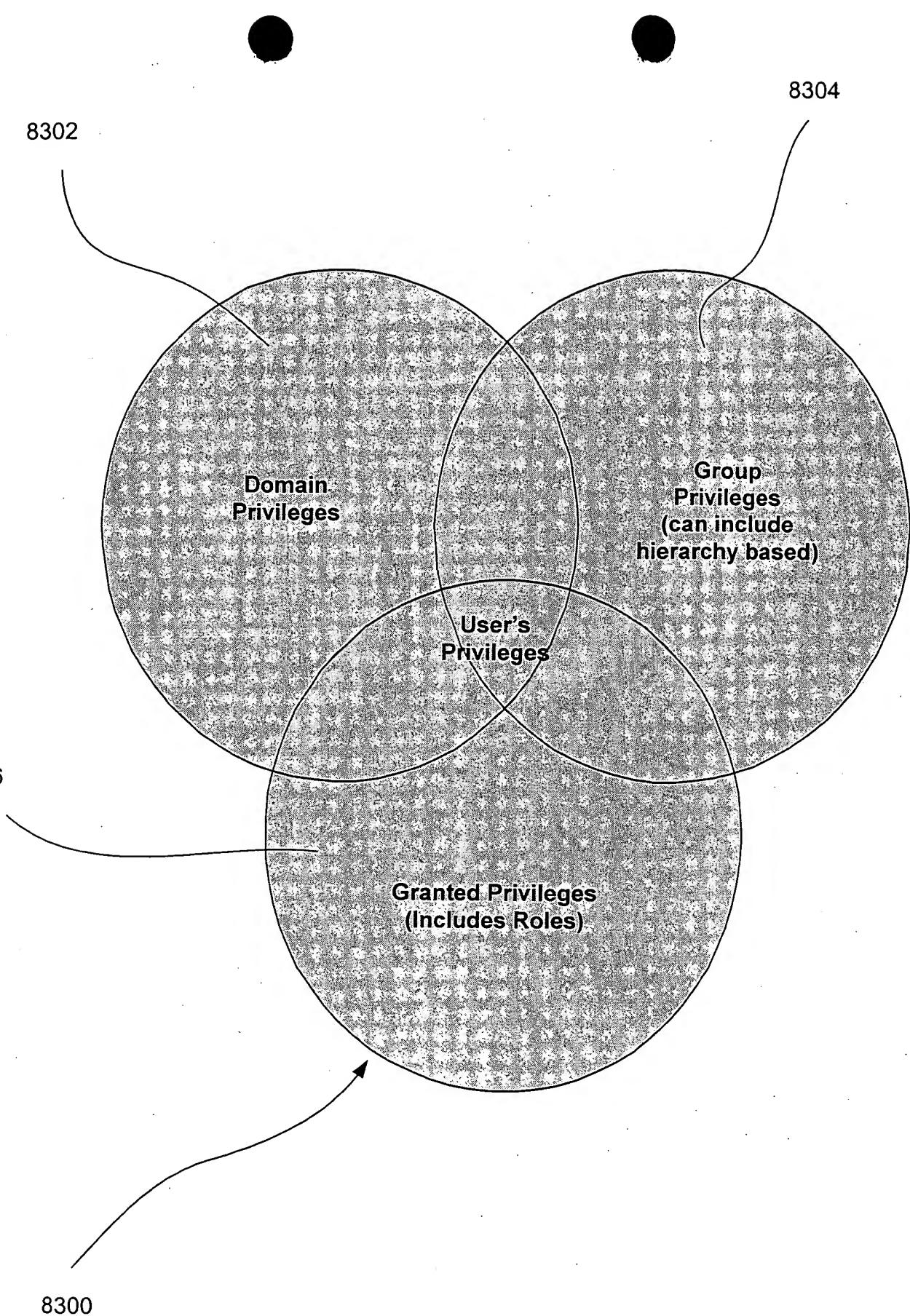


Fig. 83

098341556 00000000000000000000000000000000

8404

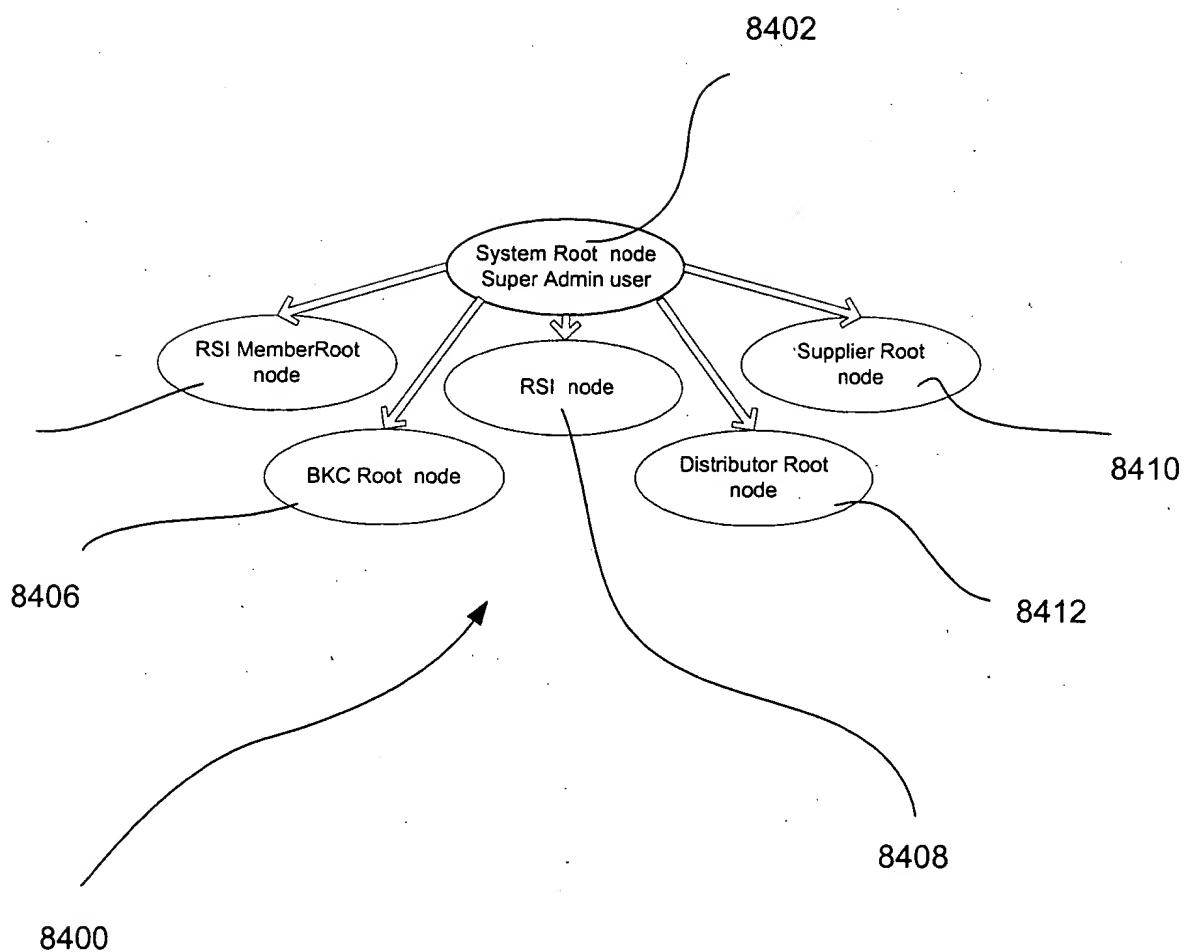


Fig. 84

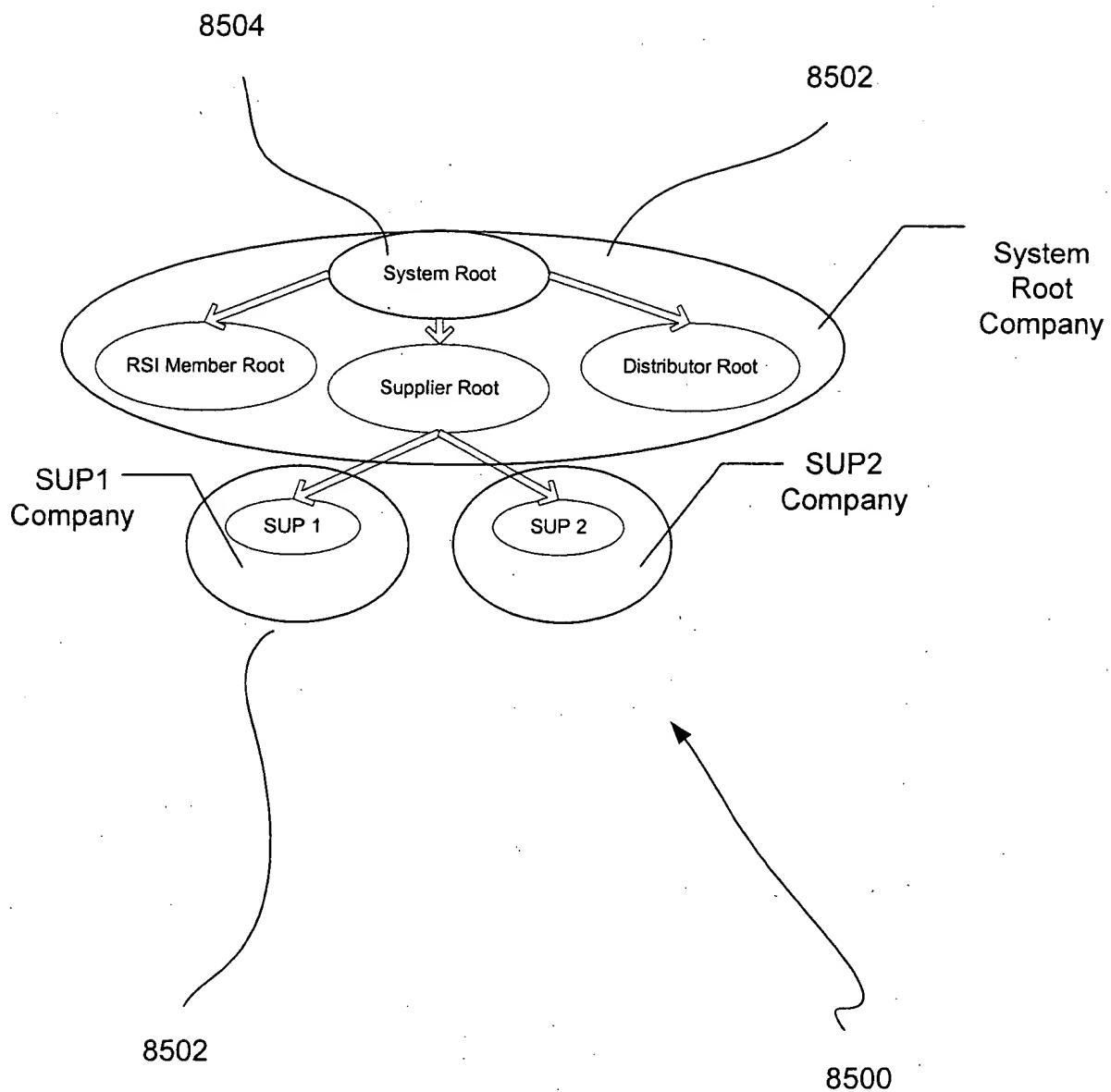


Fig. 85

8600

8602

System
Root
Company

SUP1
Company

SUP1
Company

System Root

RSI Member Root

Supplier Root

Distributor Root

2023-05-10 13:30:40

SUP 1

MIS01

MIS02

MIS11
MIS12

MIS23

MIS13

MIS14

SUP 2

---- Directory Structure

---- RelationalStructure

Fig. 86

Group Hierarchy Management: Data Flow

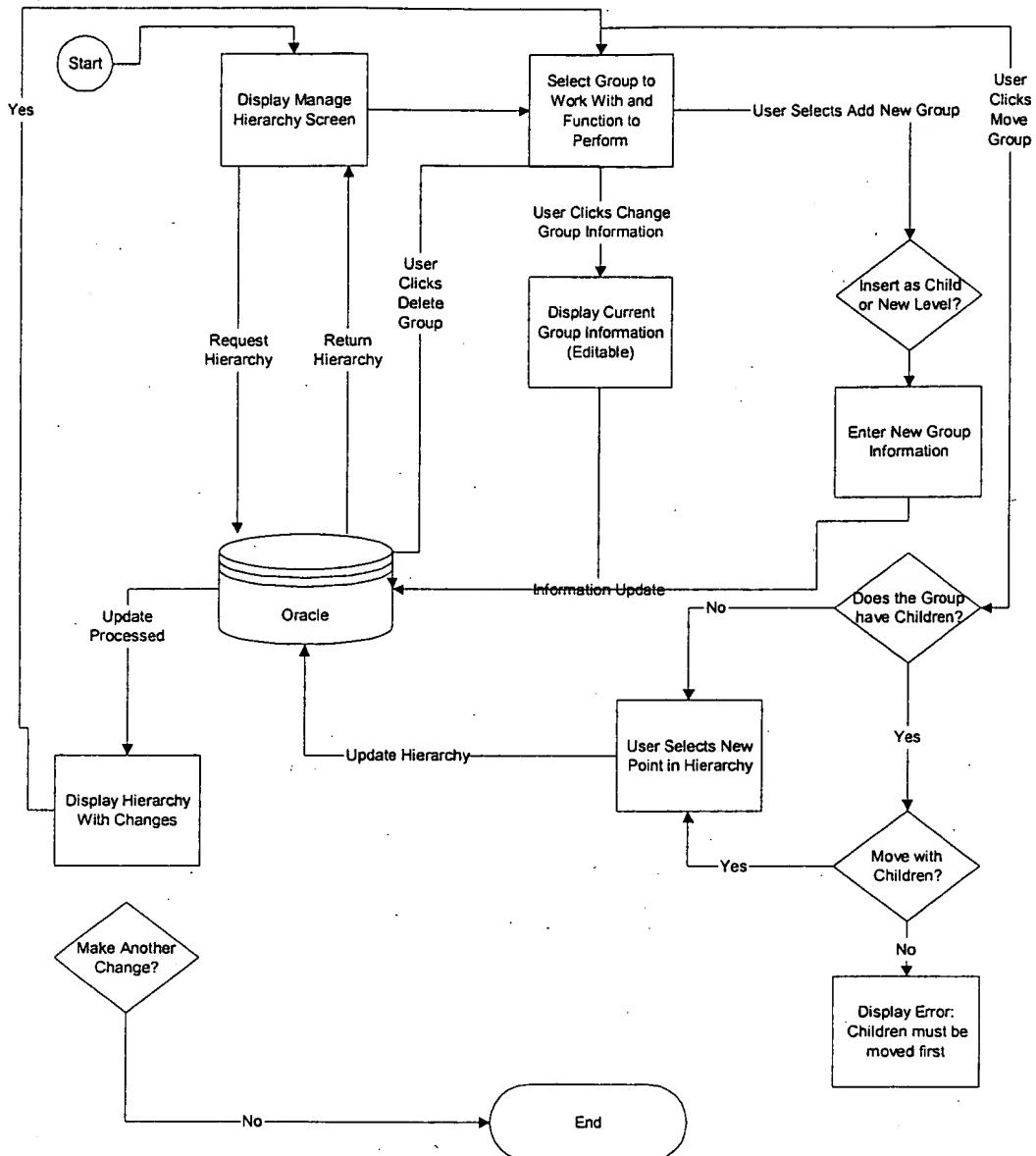


Fig. 87

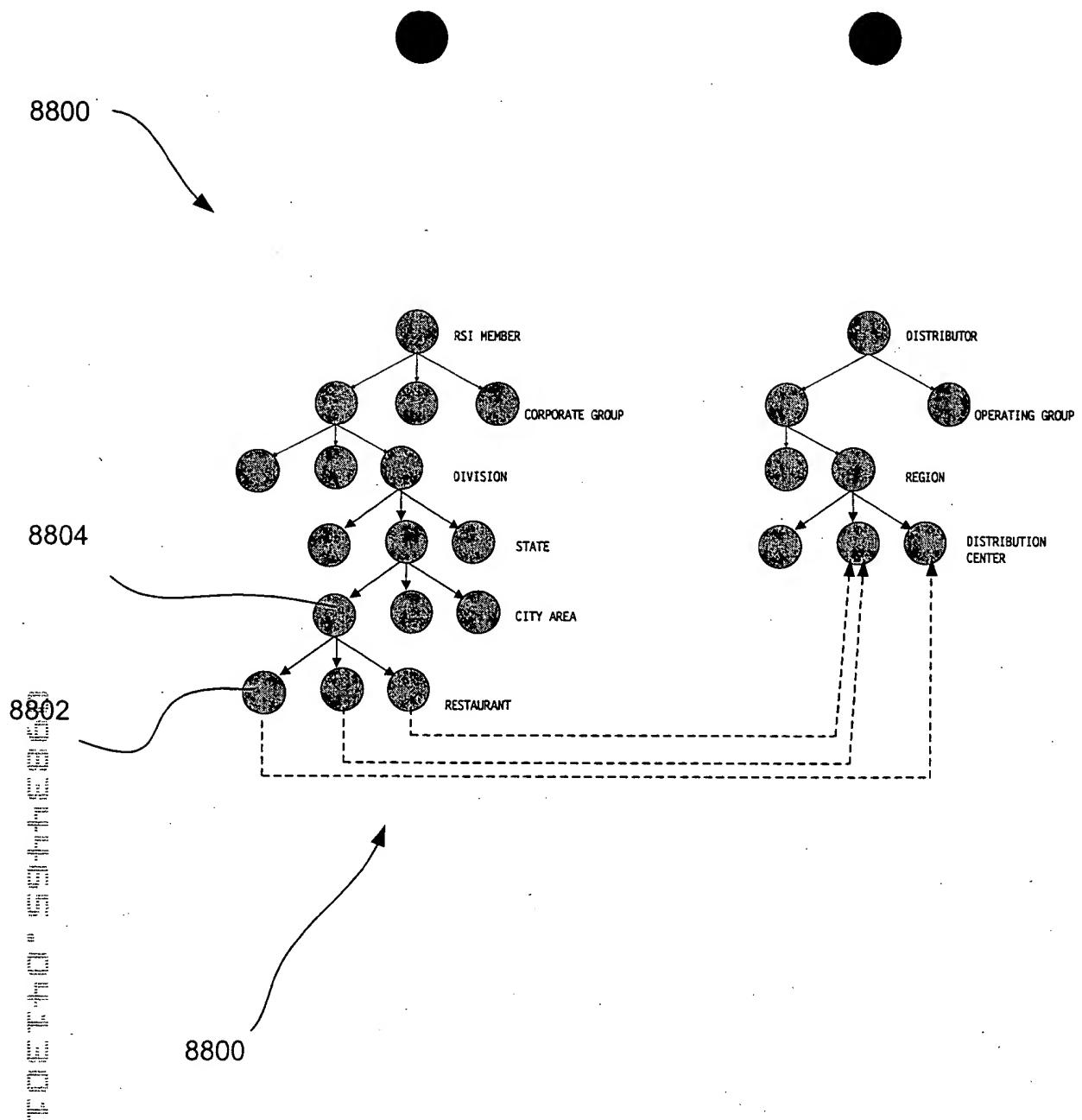


Fig. 88

8902

1400

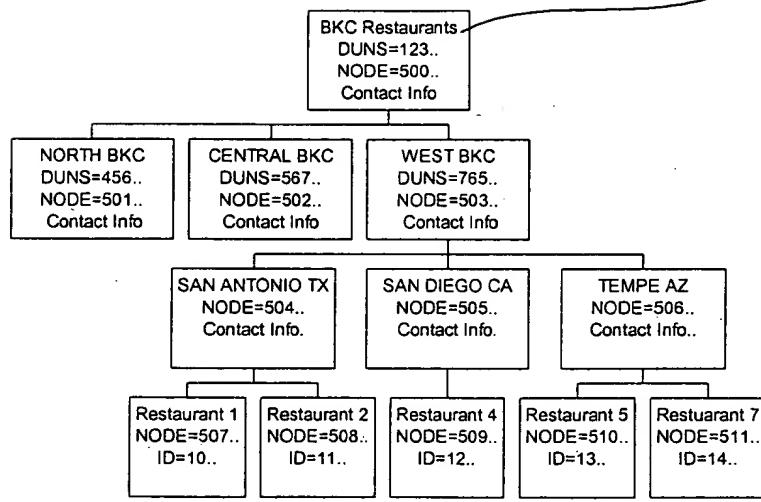


Fig. 89

0983446500041304

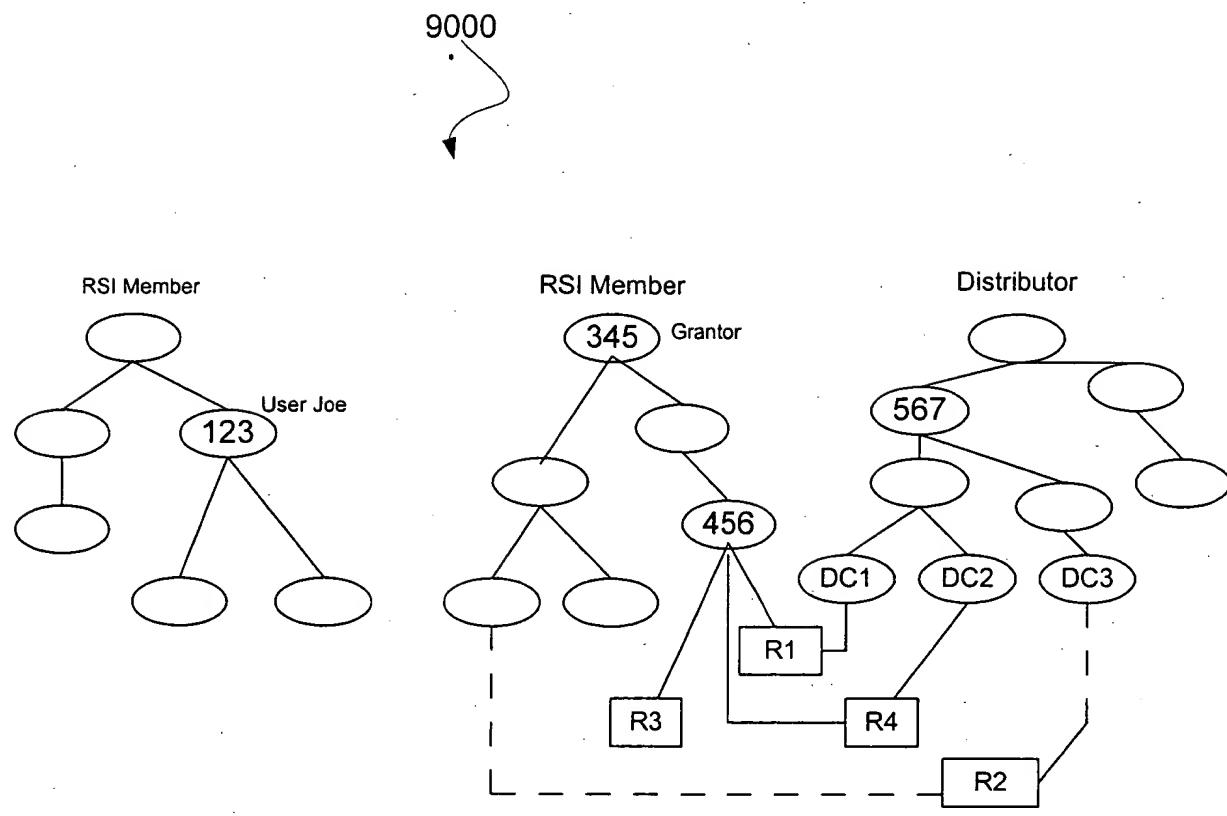


FIG. 90

9100

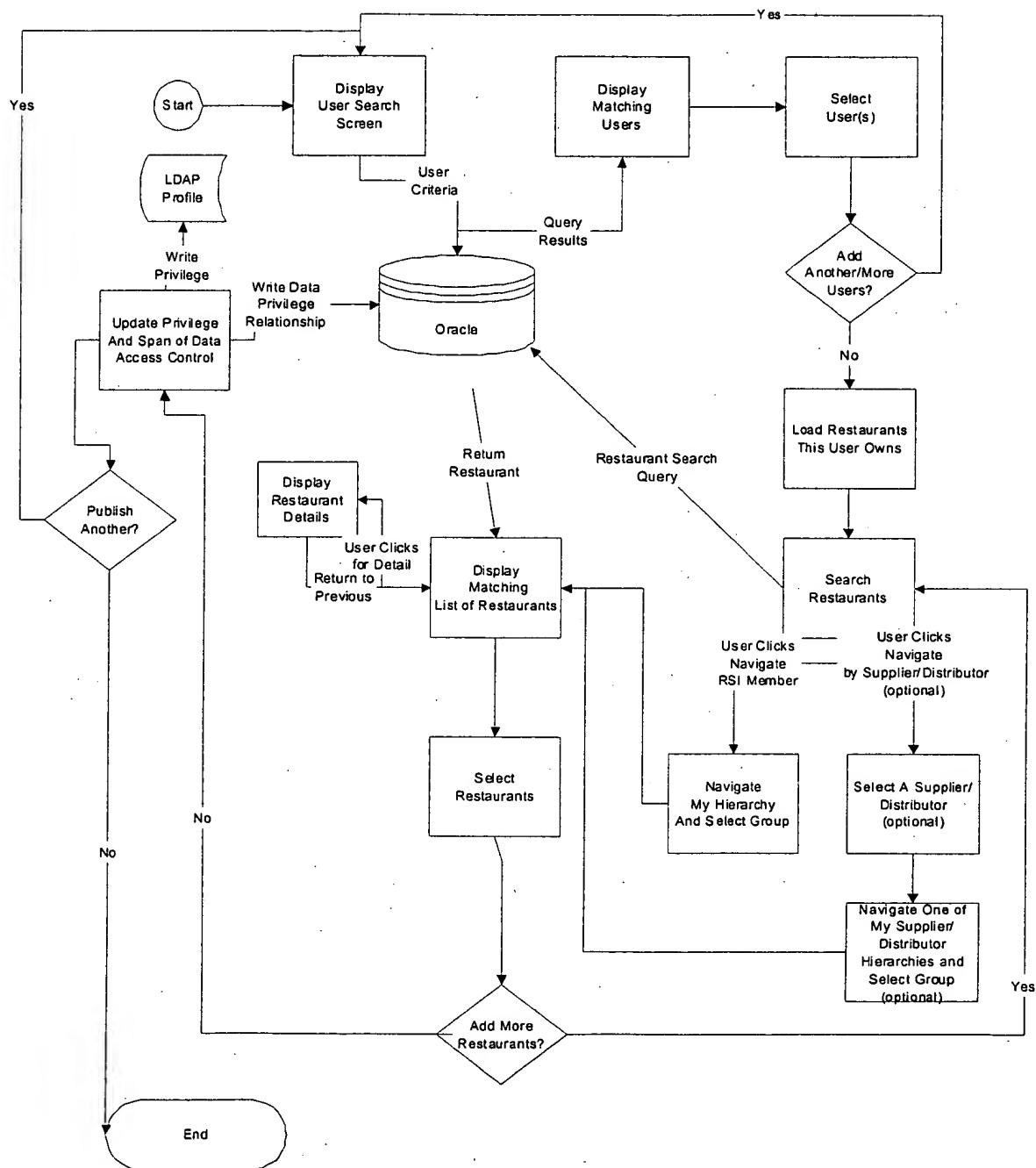


Fig. 91

00000000000000000000000000000000

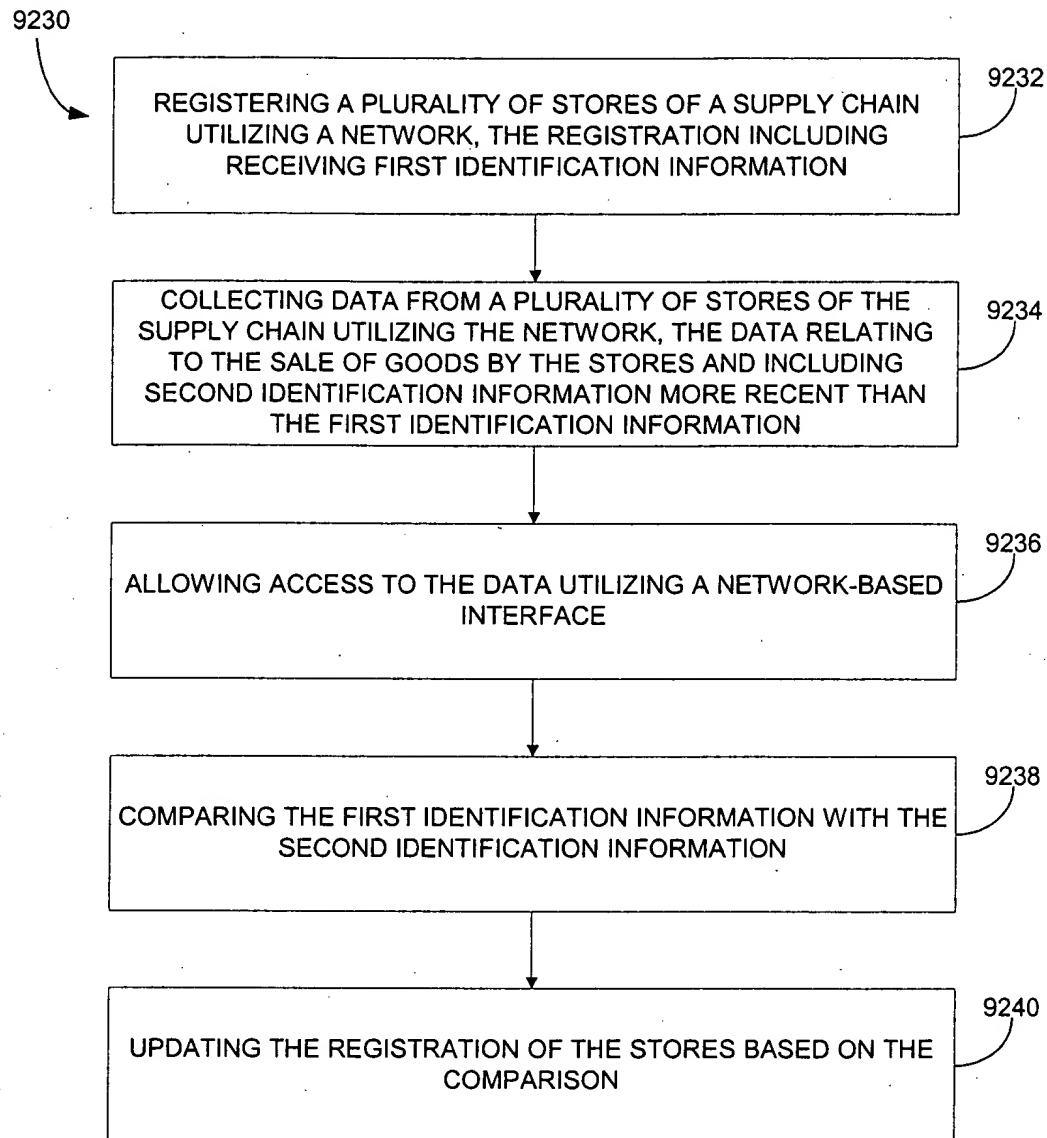


FIG. 92

00000000000000000000000000000000

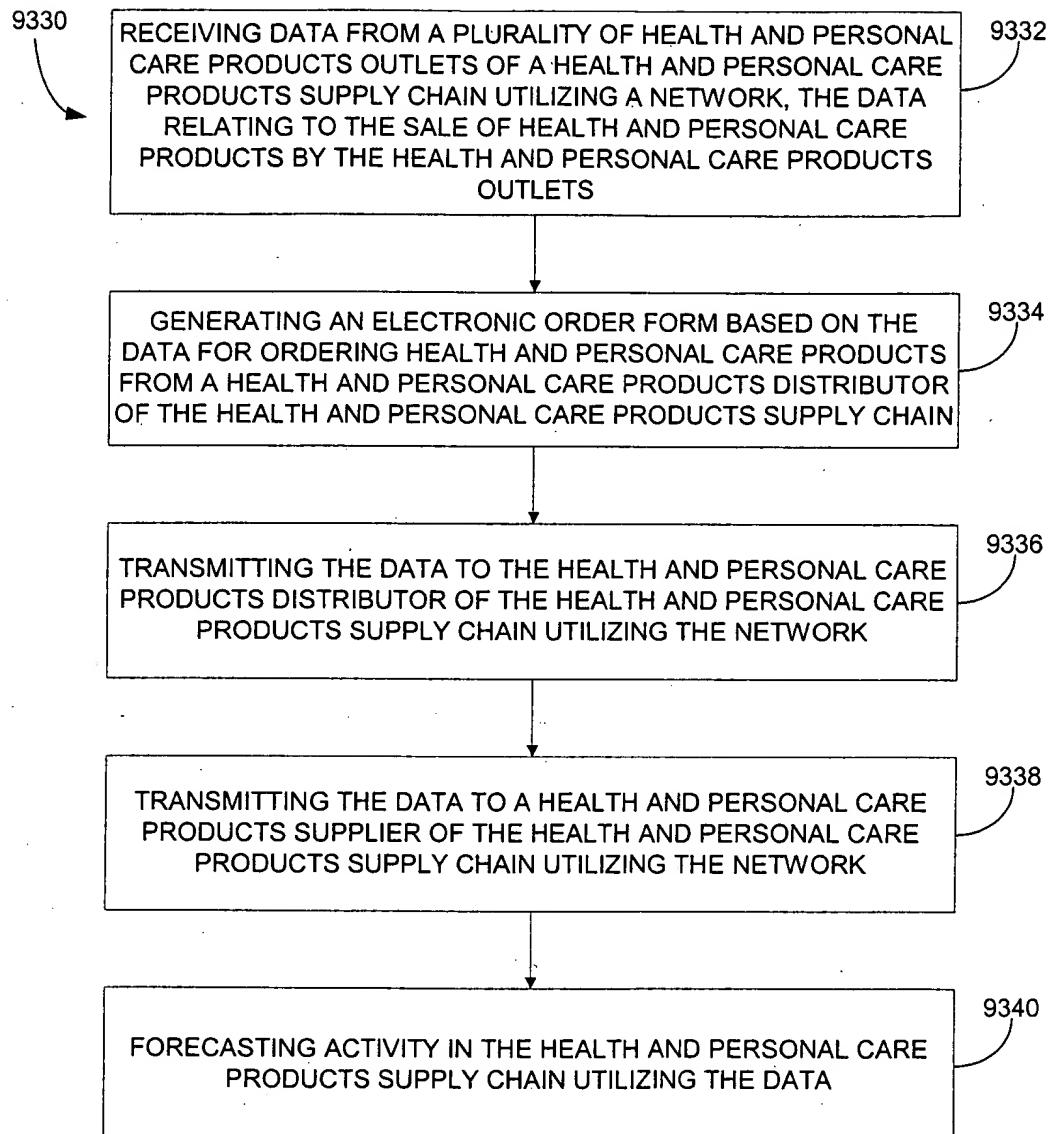


FIG. 93

09824465 043201

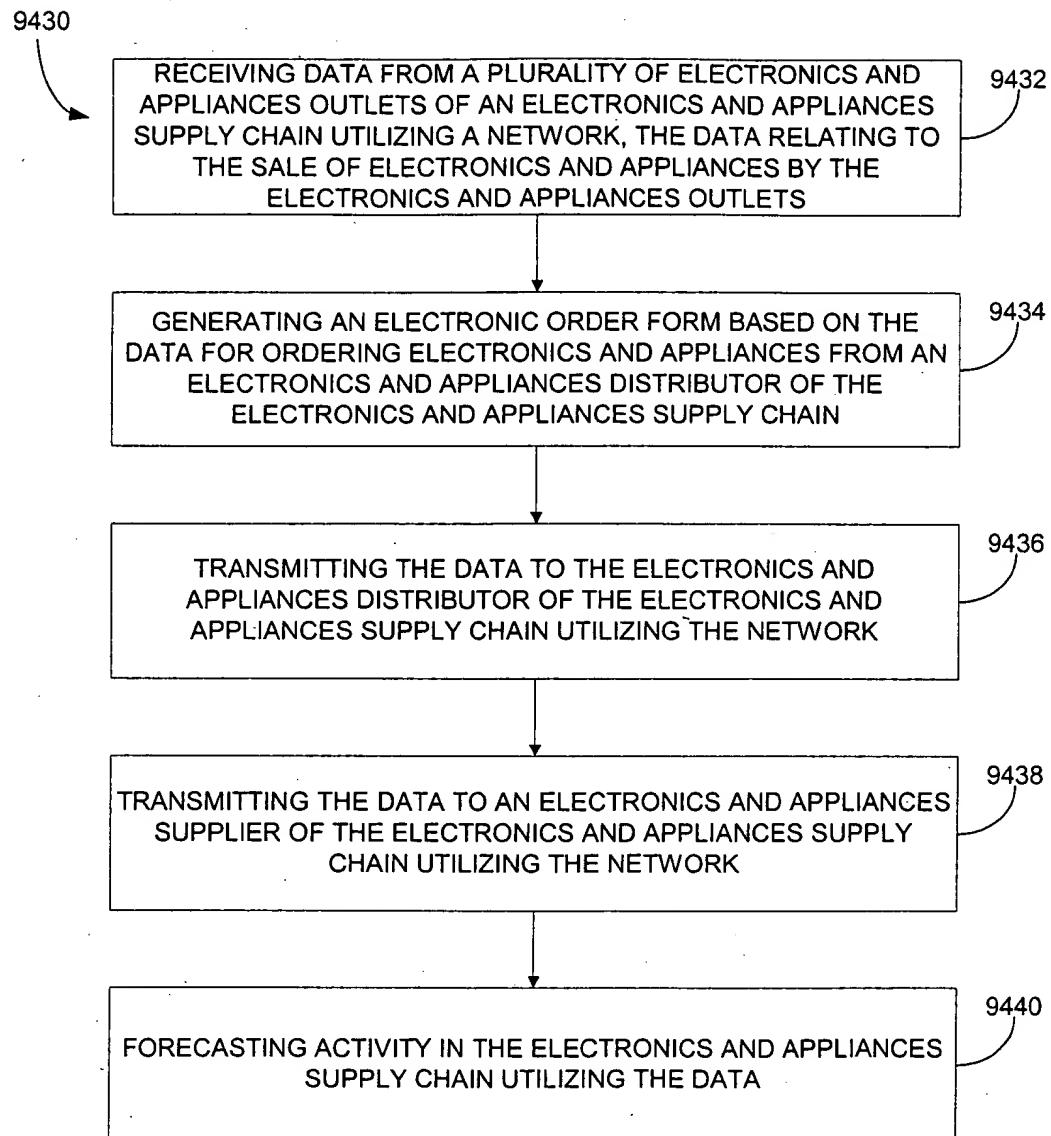


FIG. 94

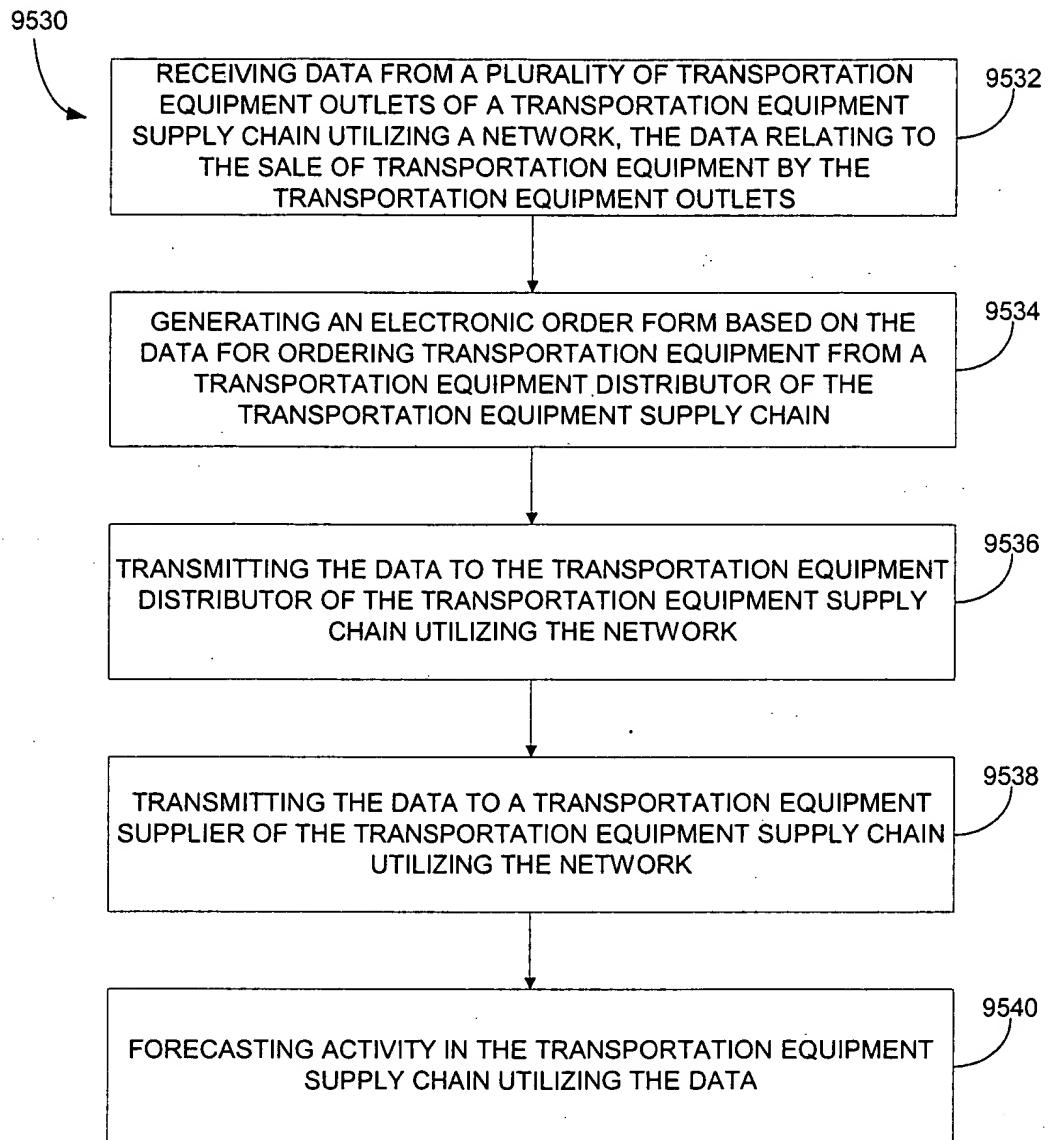


FIG. 95

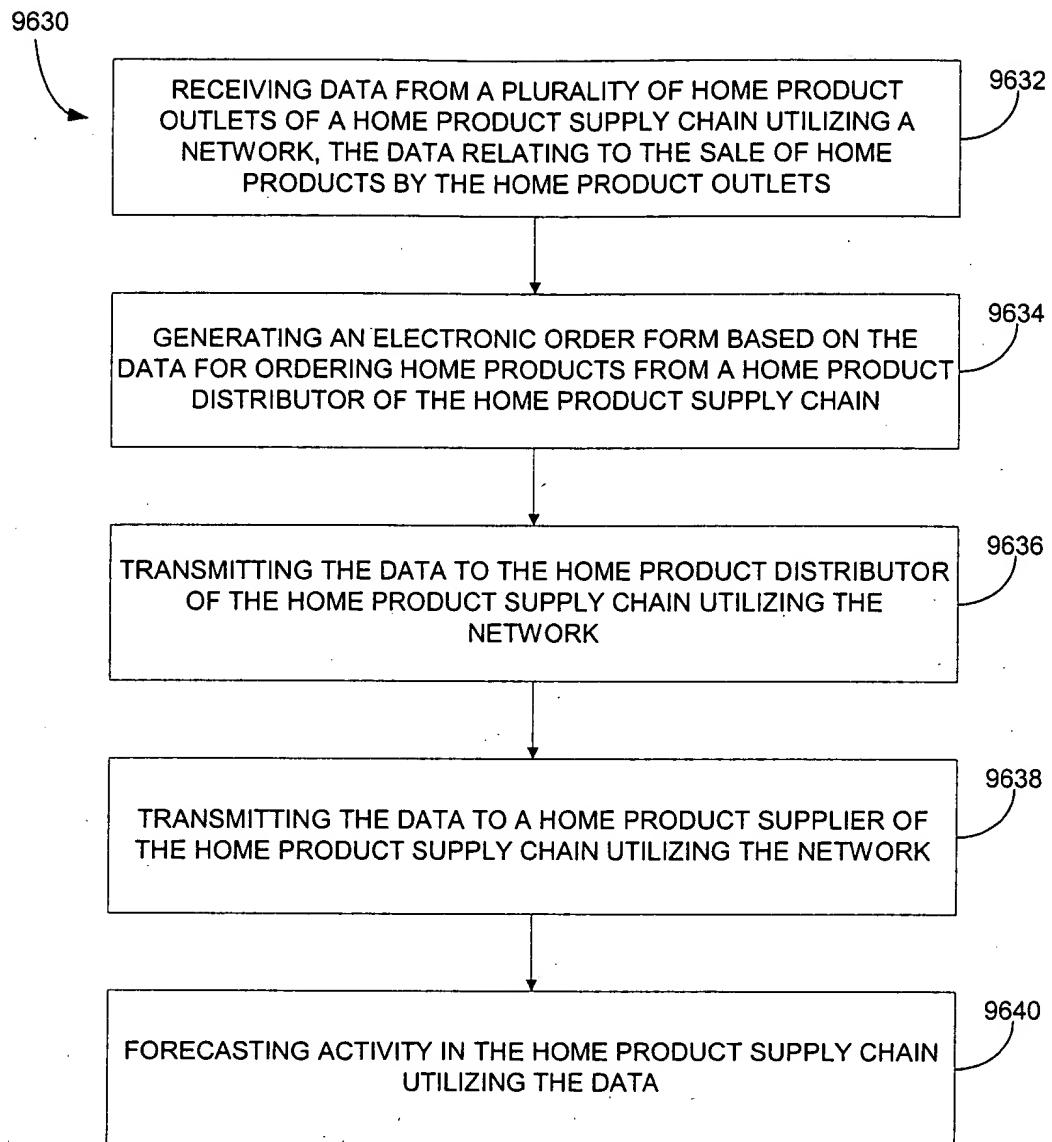


FIG. 96

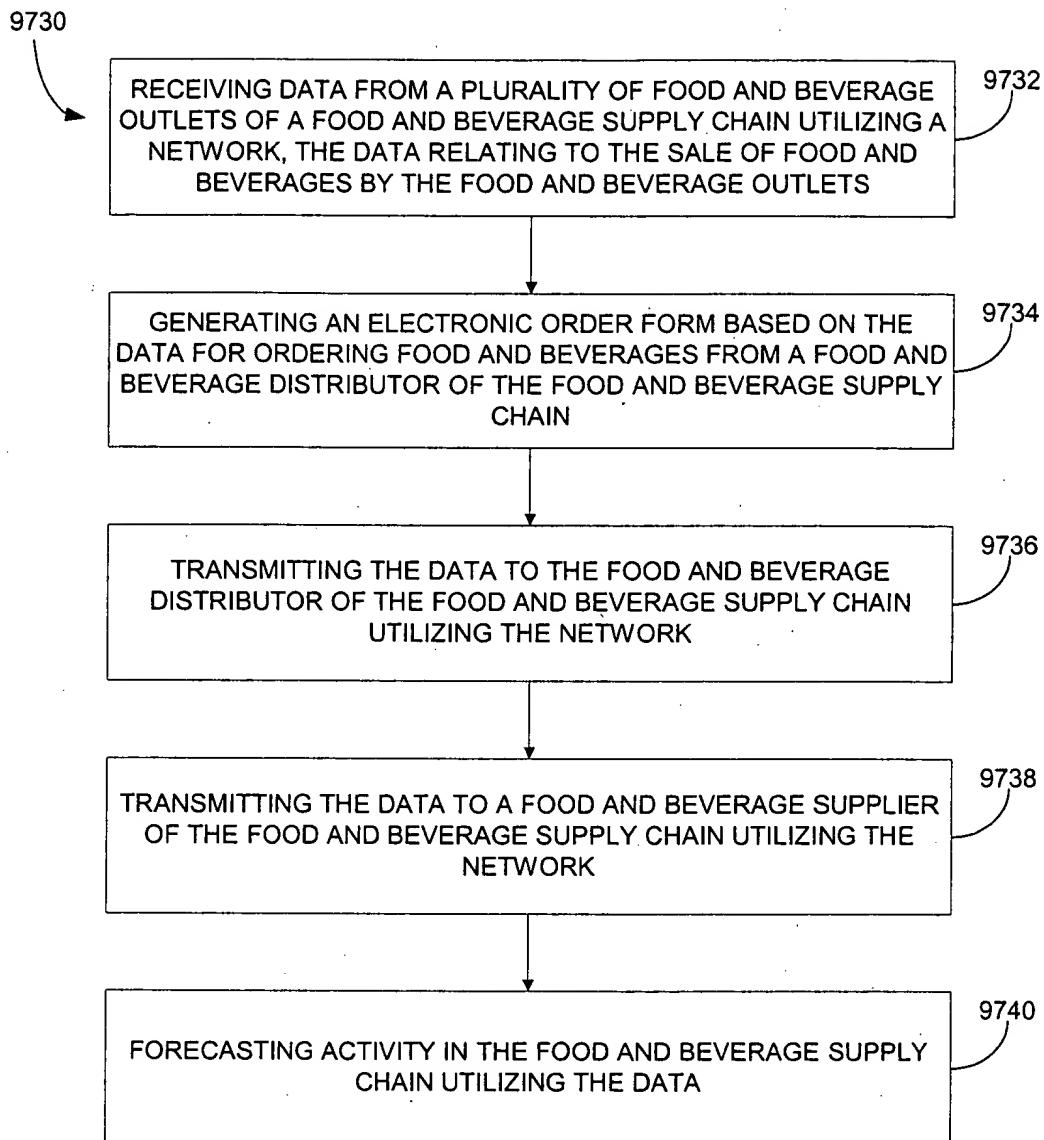


FIG. 97

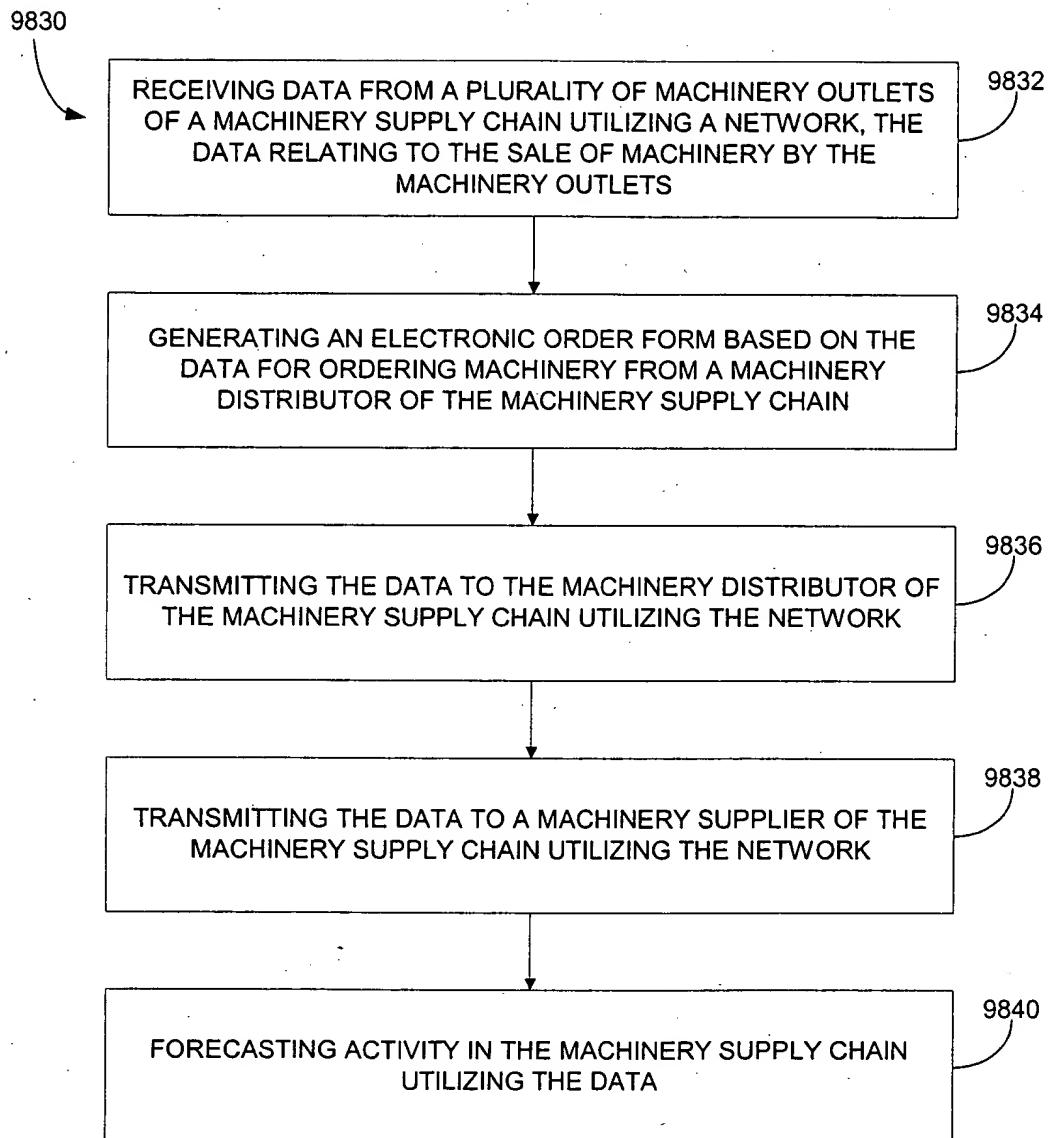


FIG. 98

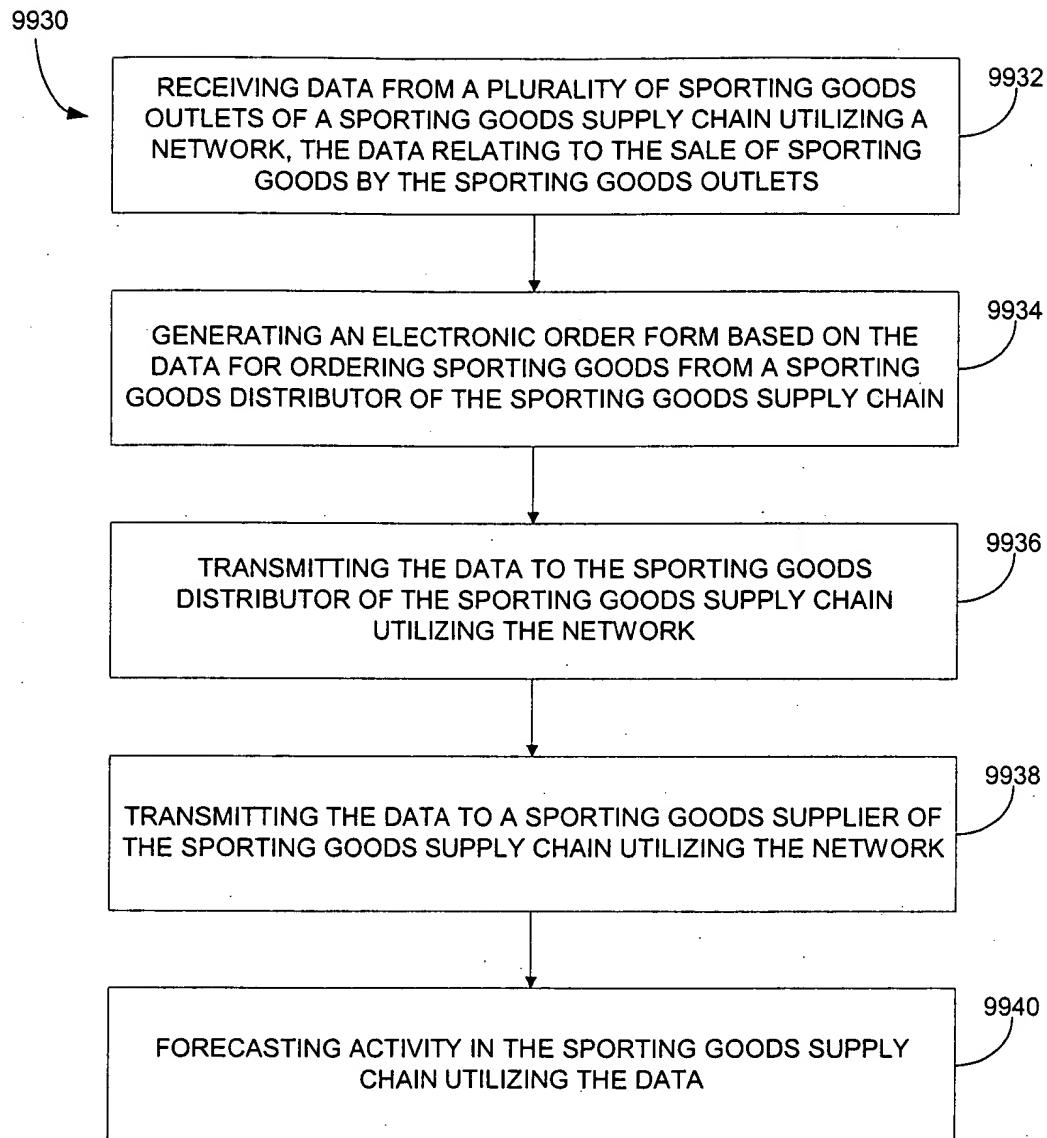


FIG. 99

00233446550001

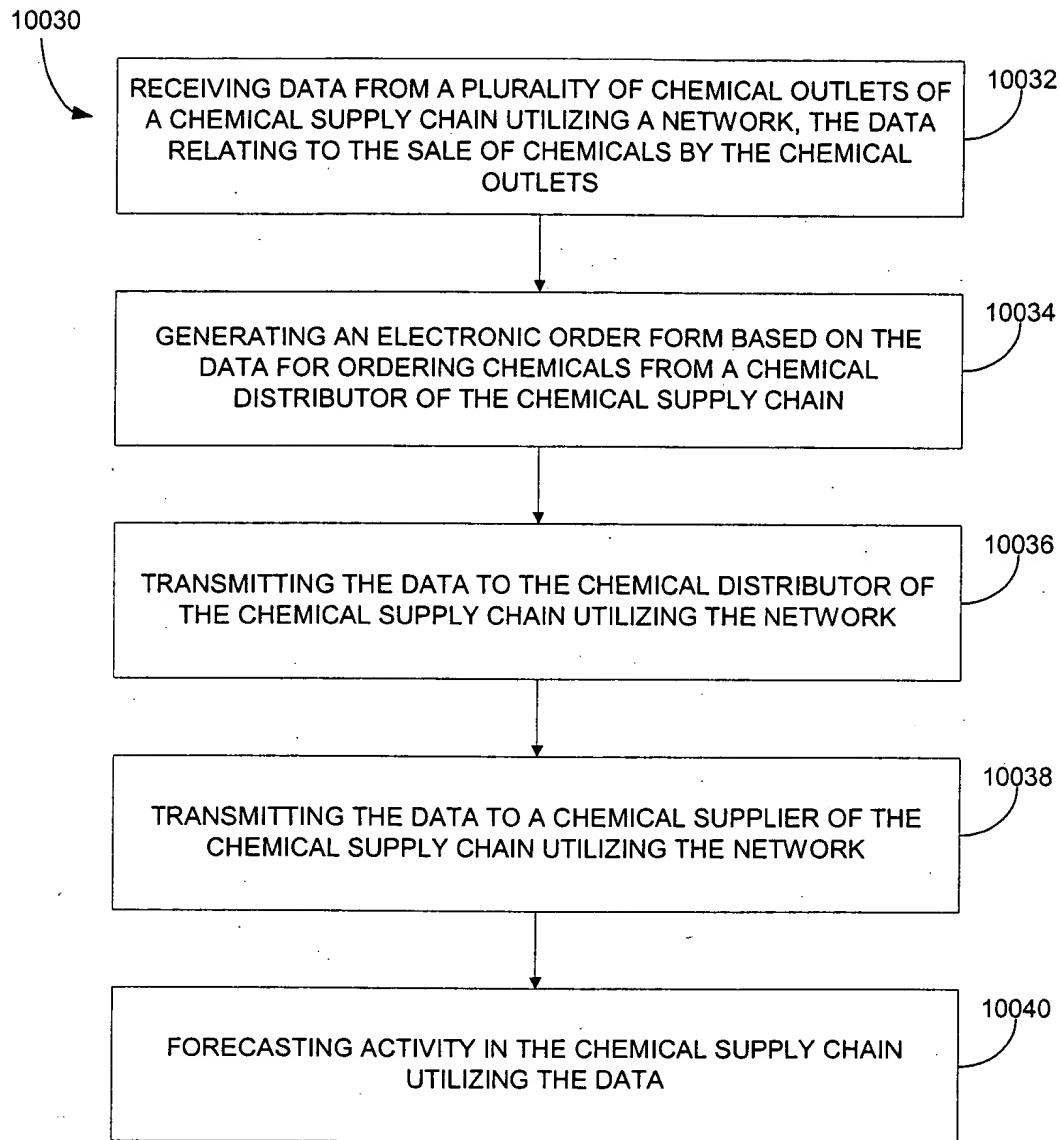


FIG. 100

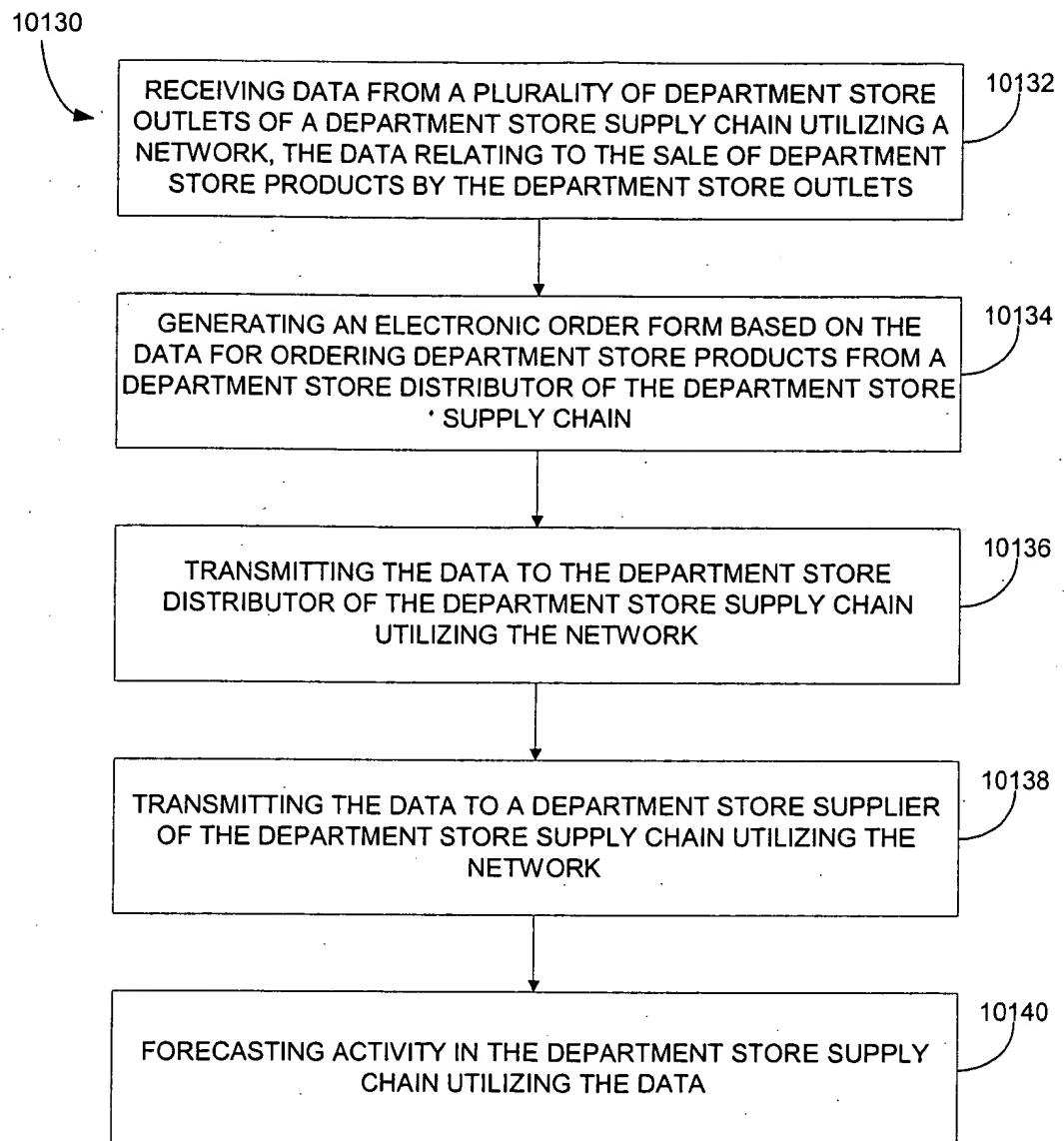


FIG. 101

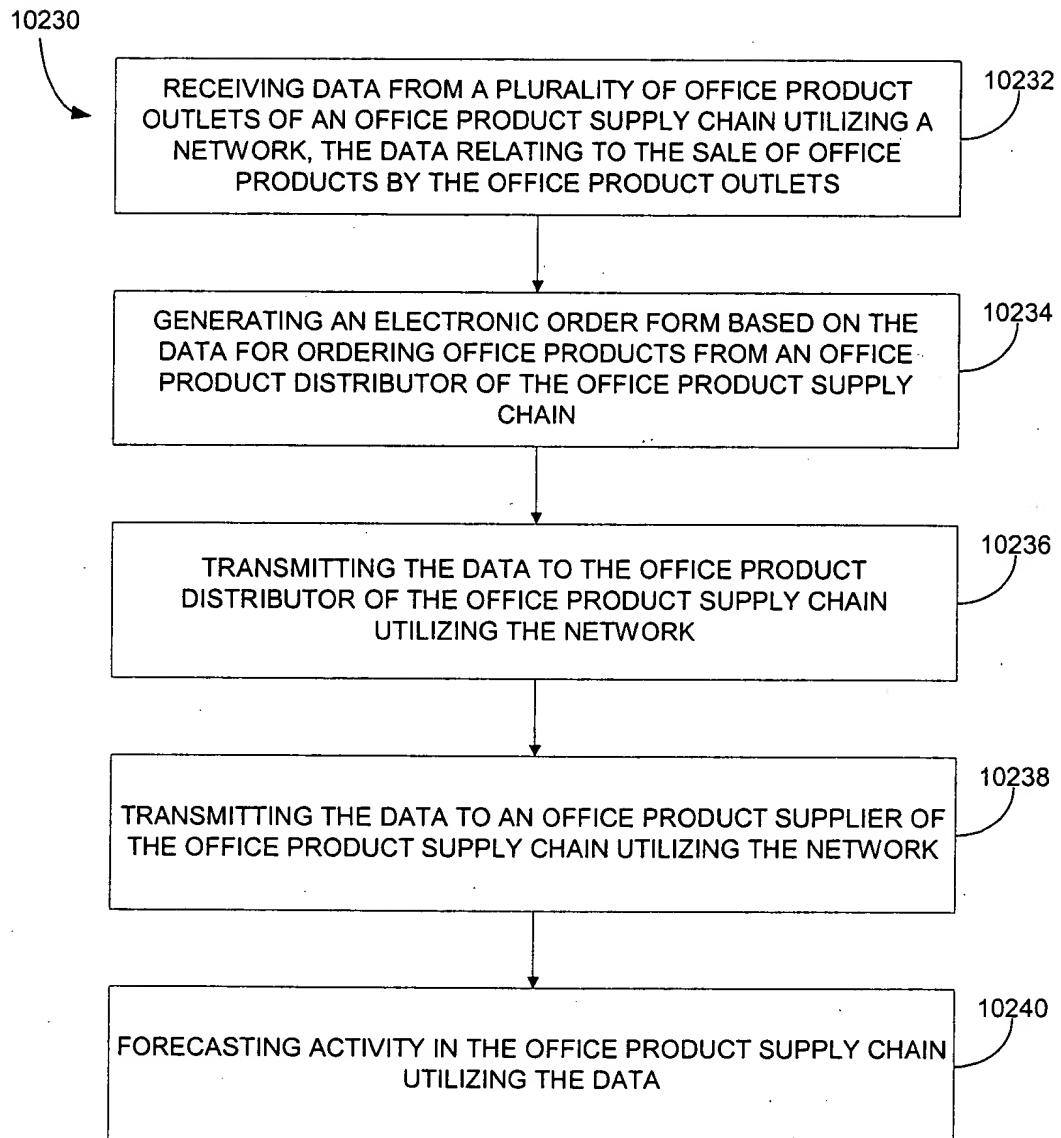


FIG. 102A

10260

RECEIVING DATA FROM A PLURALITY OF BOOK OUTLETS OF A BOOK SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF BOOKS BY THE BOOK OUTLETS

10262

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING BOOKS FROM A BOOK DISTRIBUTOR OF THE BOOK SUPPLY CHAIN

10264

TRANSMITTING THE DATA TO THE BOOK DISTRIBUTOR OF THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10266

TRANSMITTING THE DATA TO A BOOK SUPPLIER OF THE BOOK SUPPLY CHAIN UTILIZING THE NETWORK

10268

FORECASTING ACTIVITY IN THE BOOK SUPPLY CHAIN UTILIZING THE DATA

10270

FIG. 102B

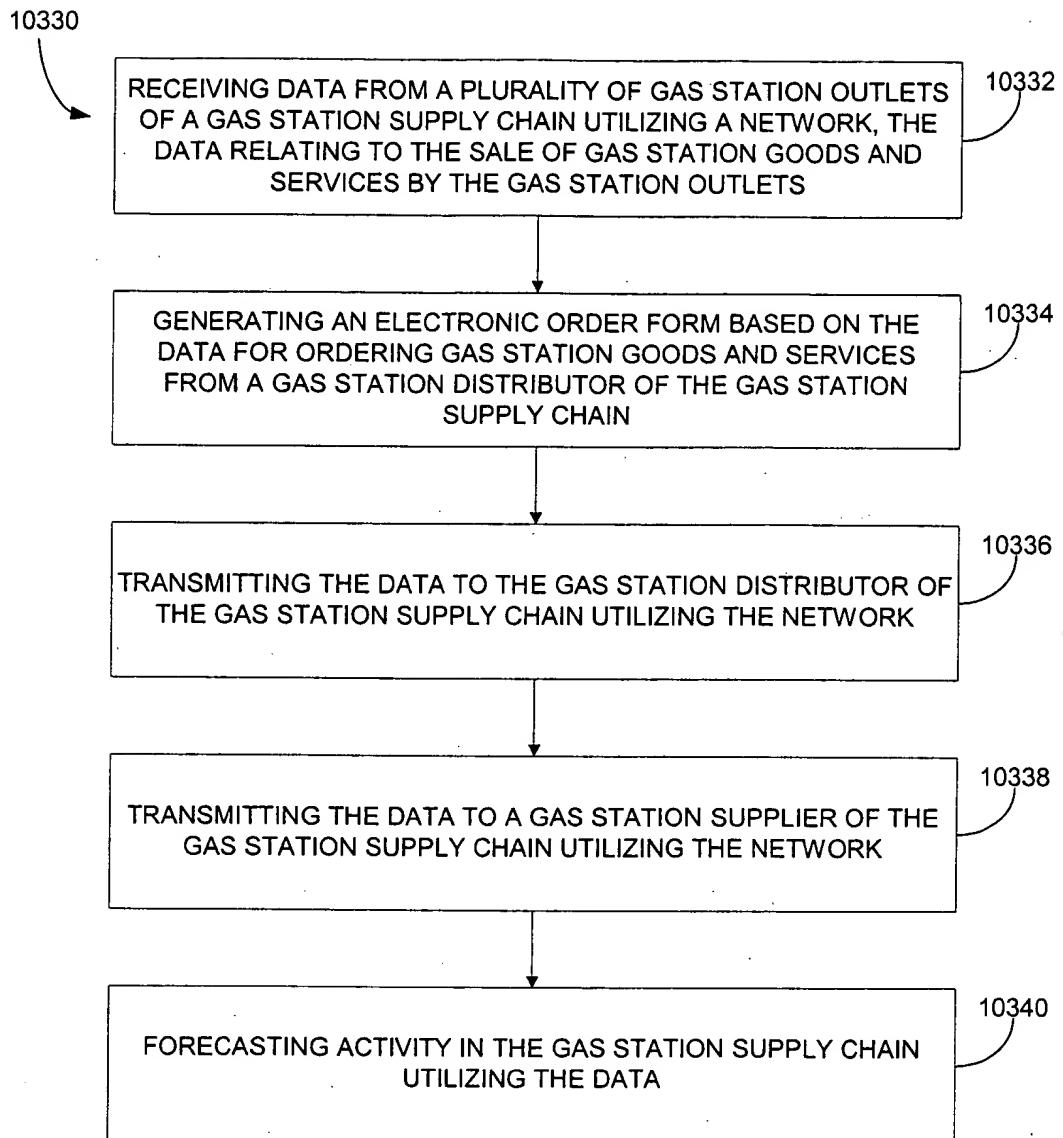


FIG. 103

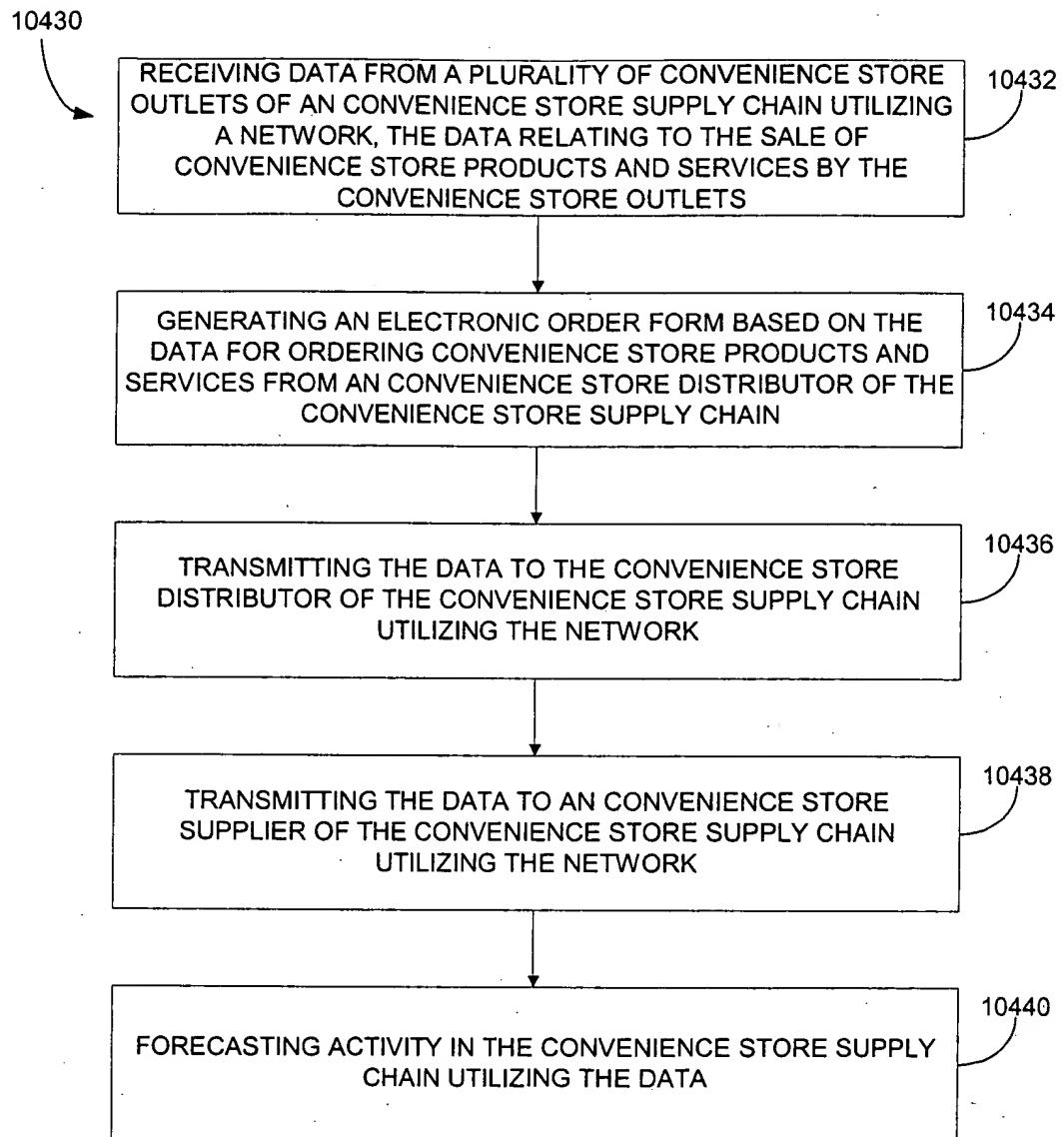


FIG. 104A

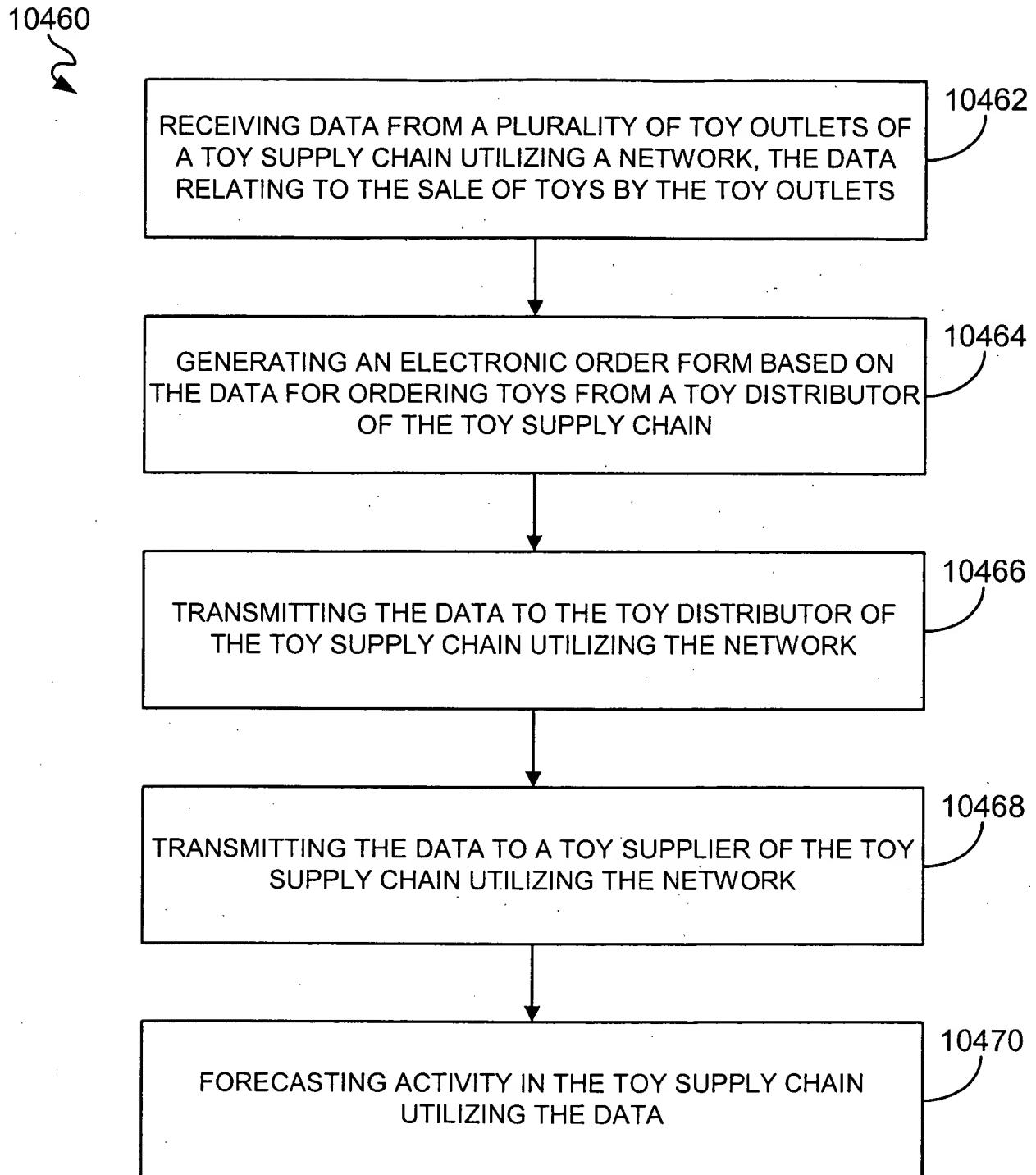


FIG. 104B

00000000000000000000000000000000

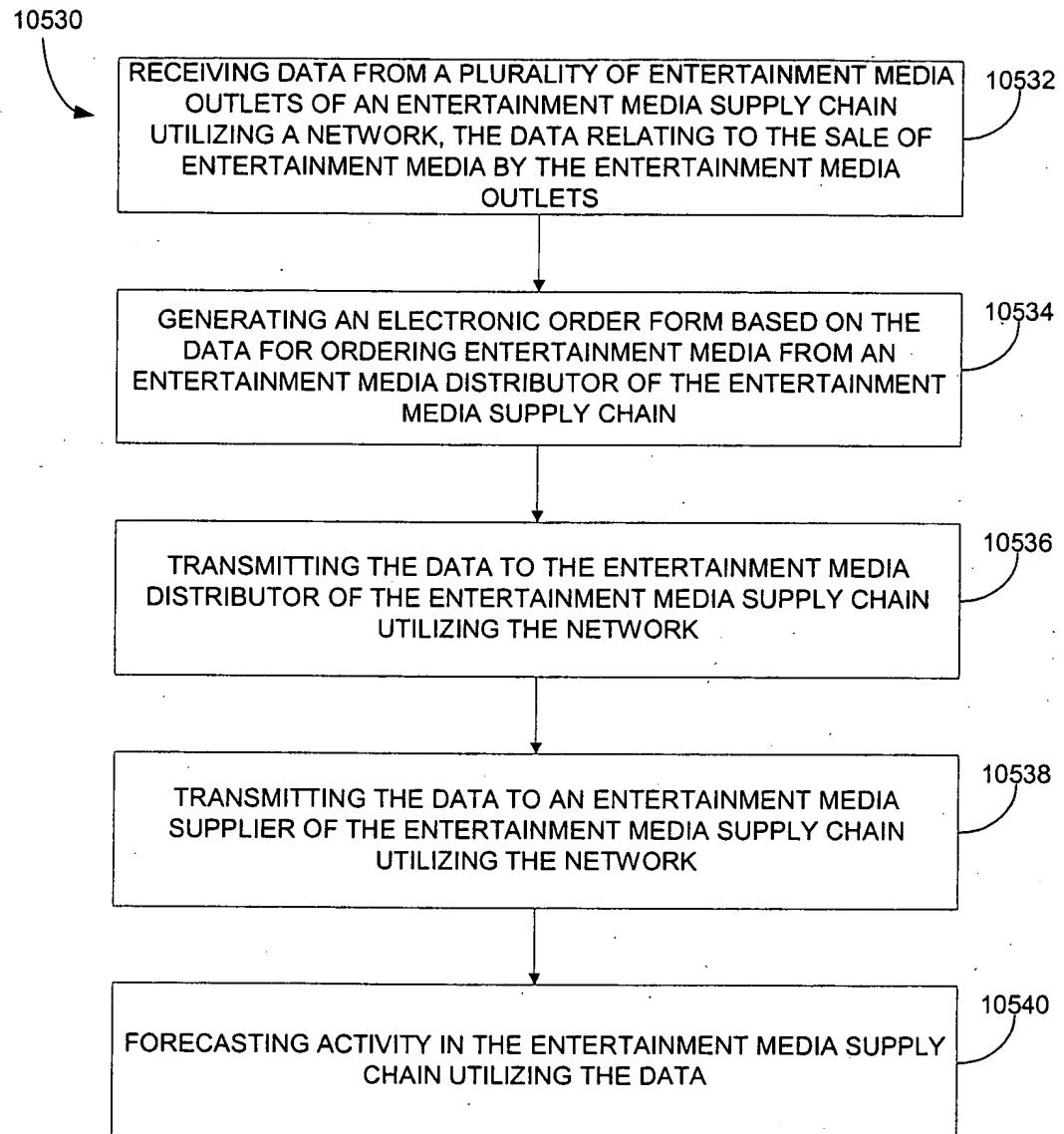


FIG. 105

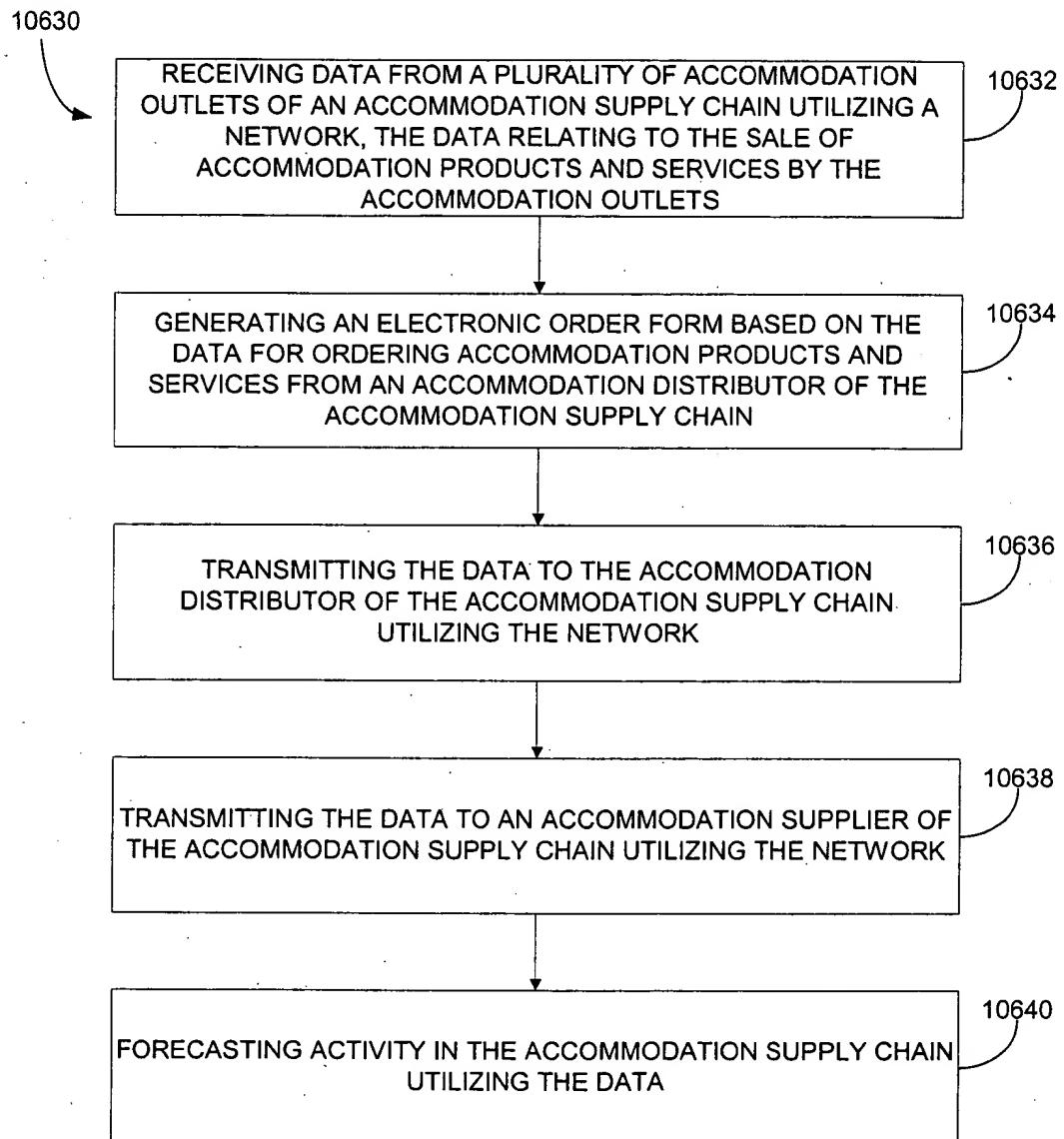


FIG. 106

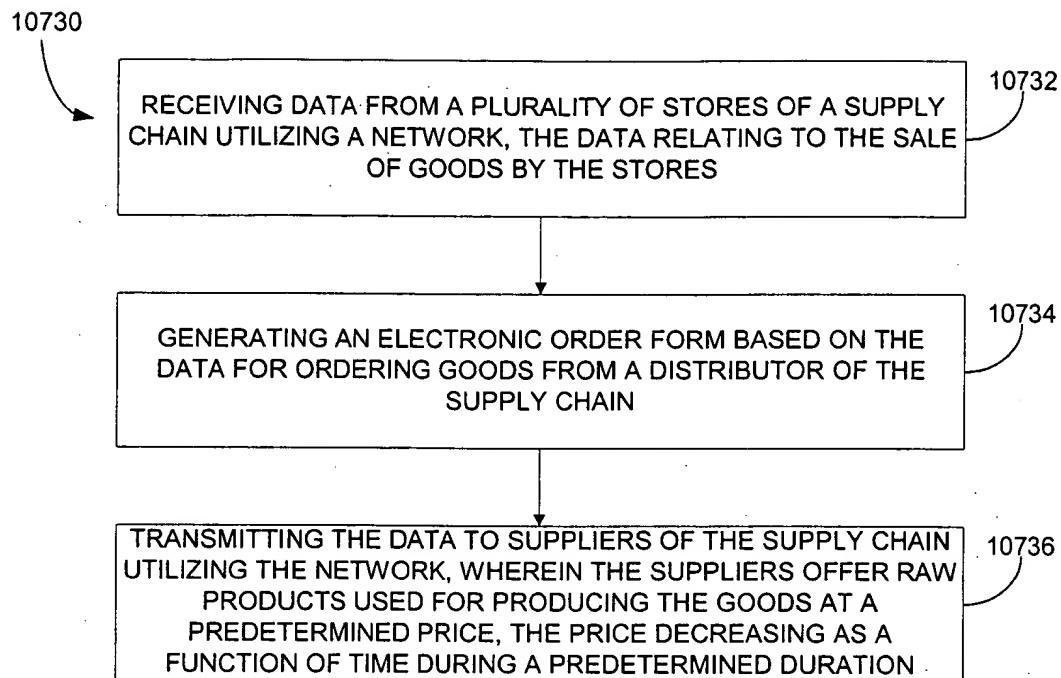


FIG. 107

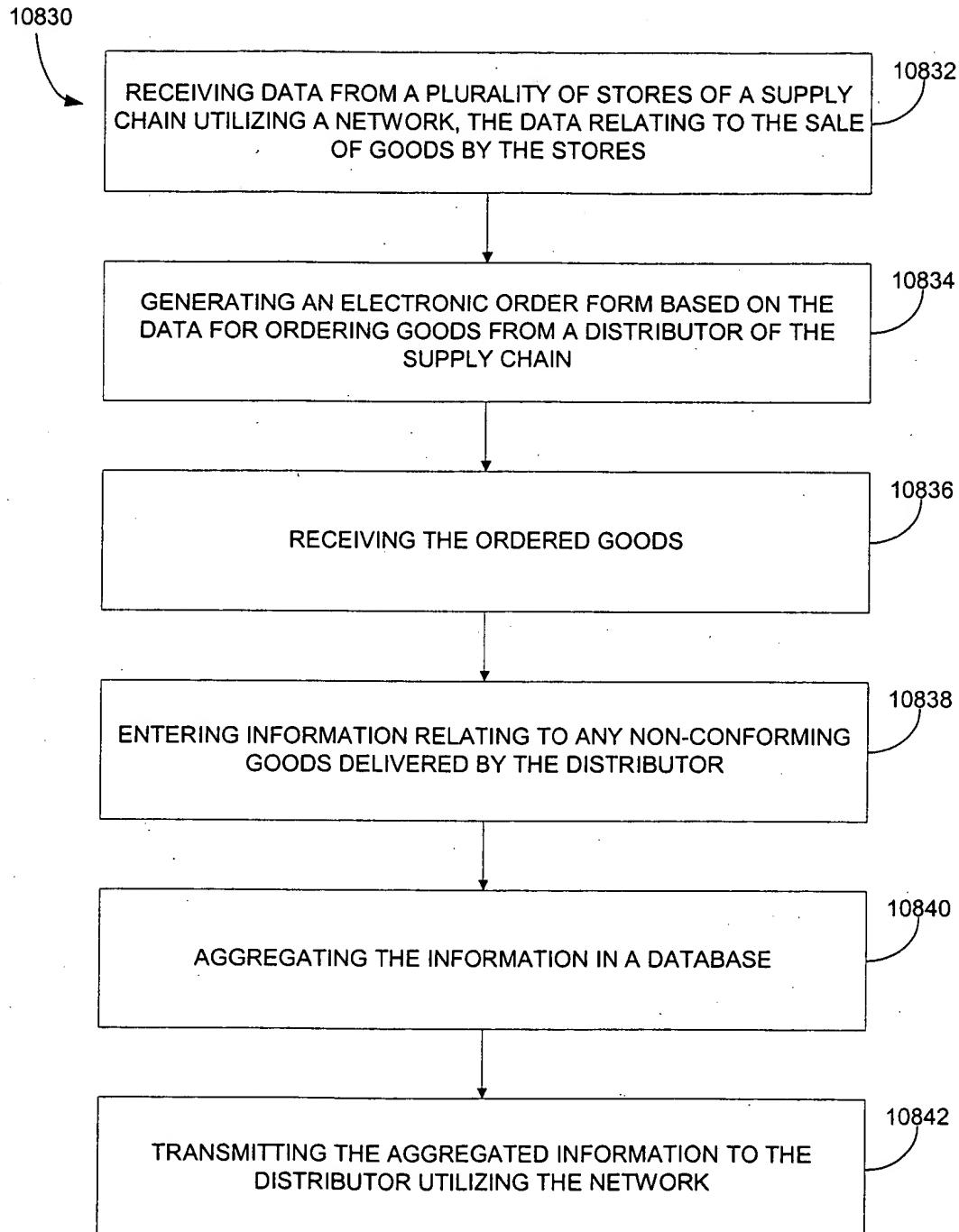


FIG. 108

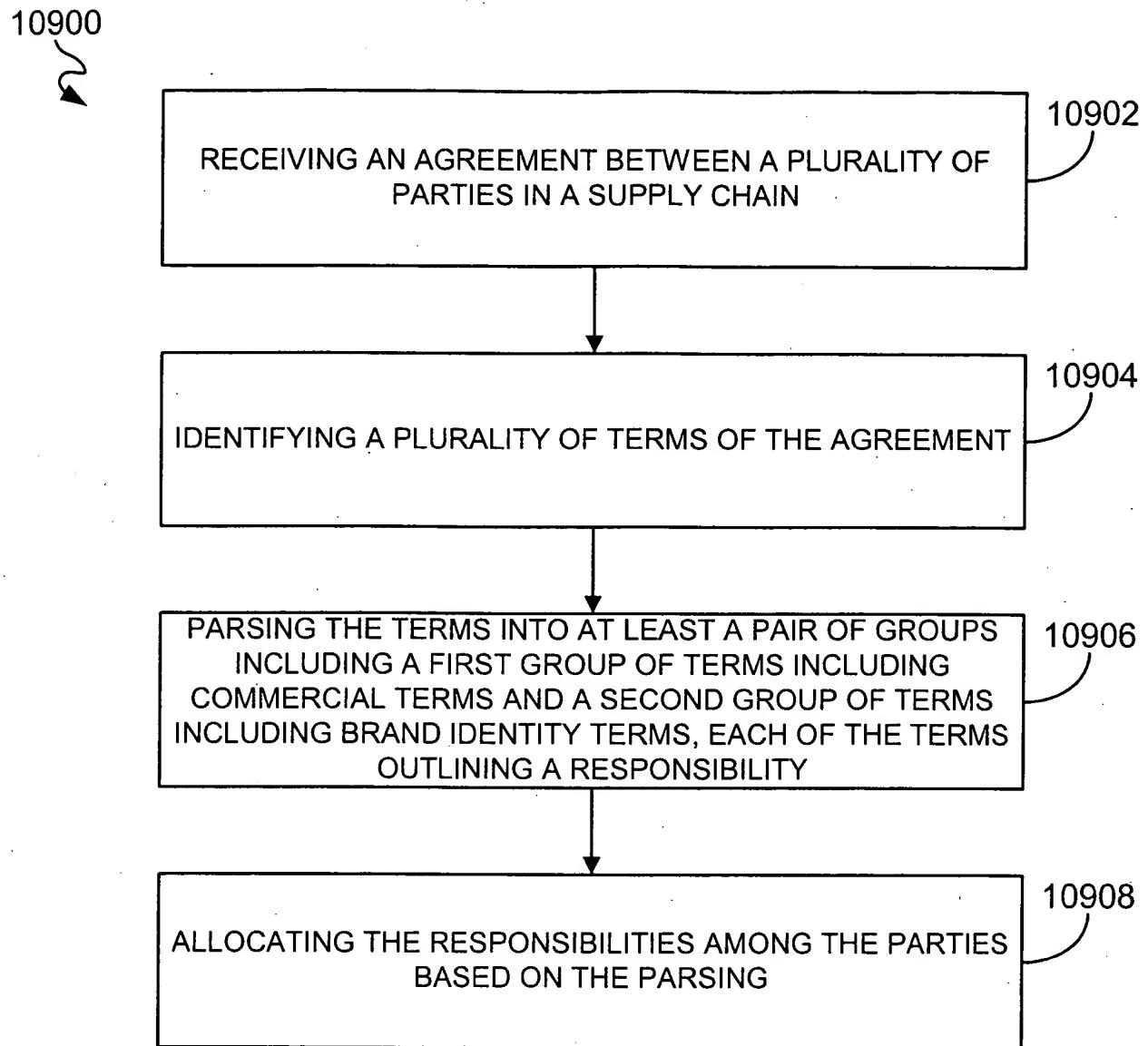


FIG. 109

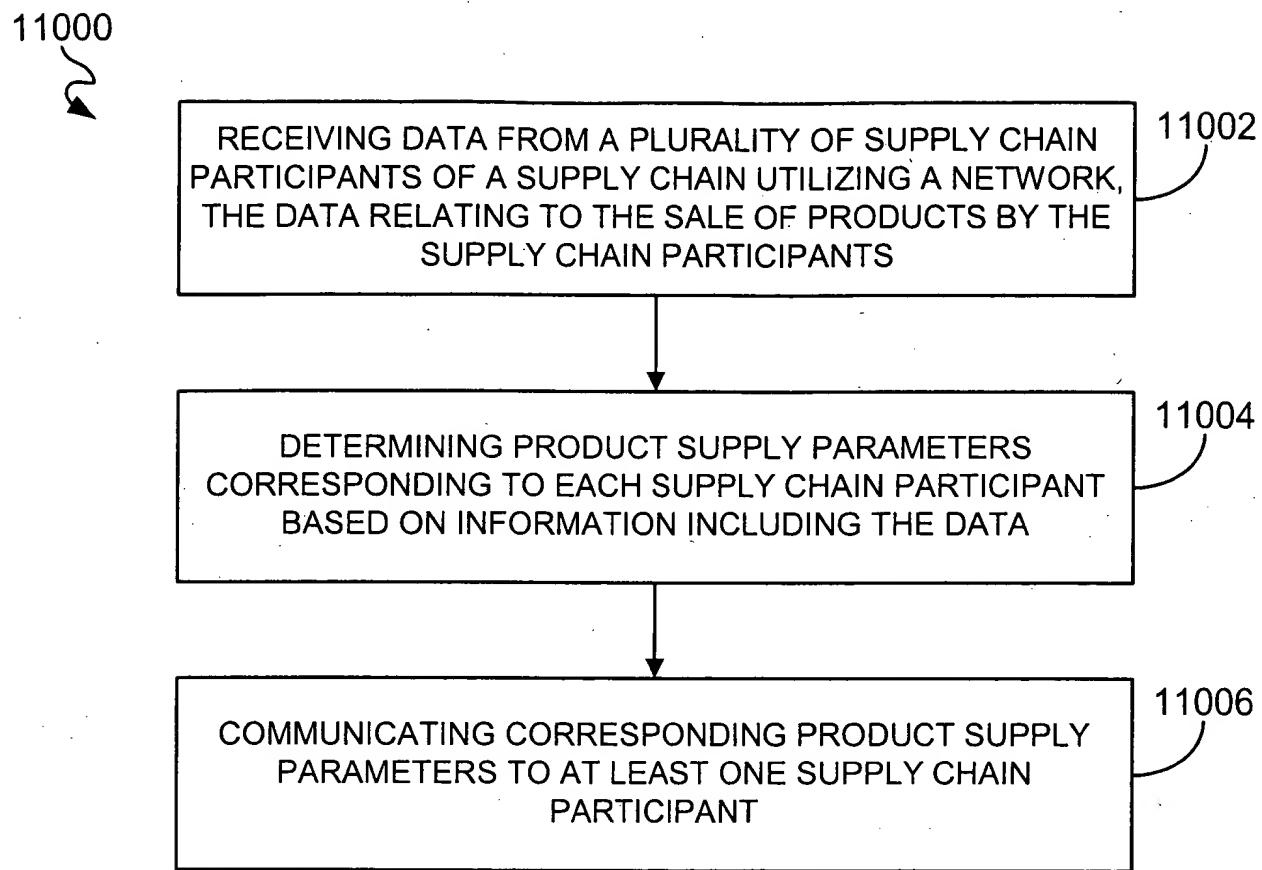


FIG. 110

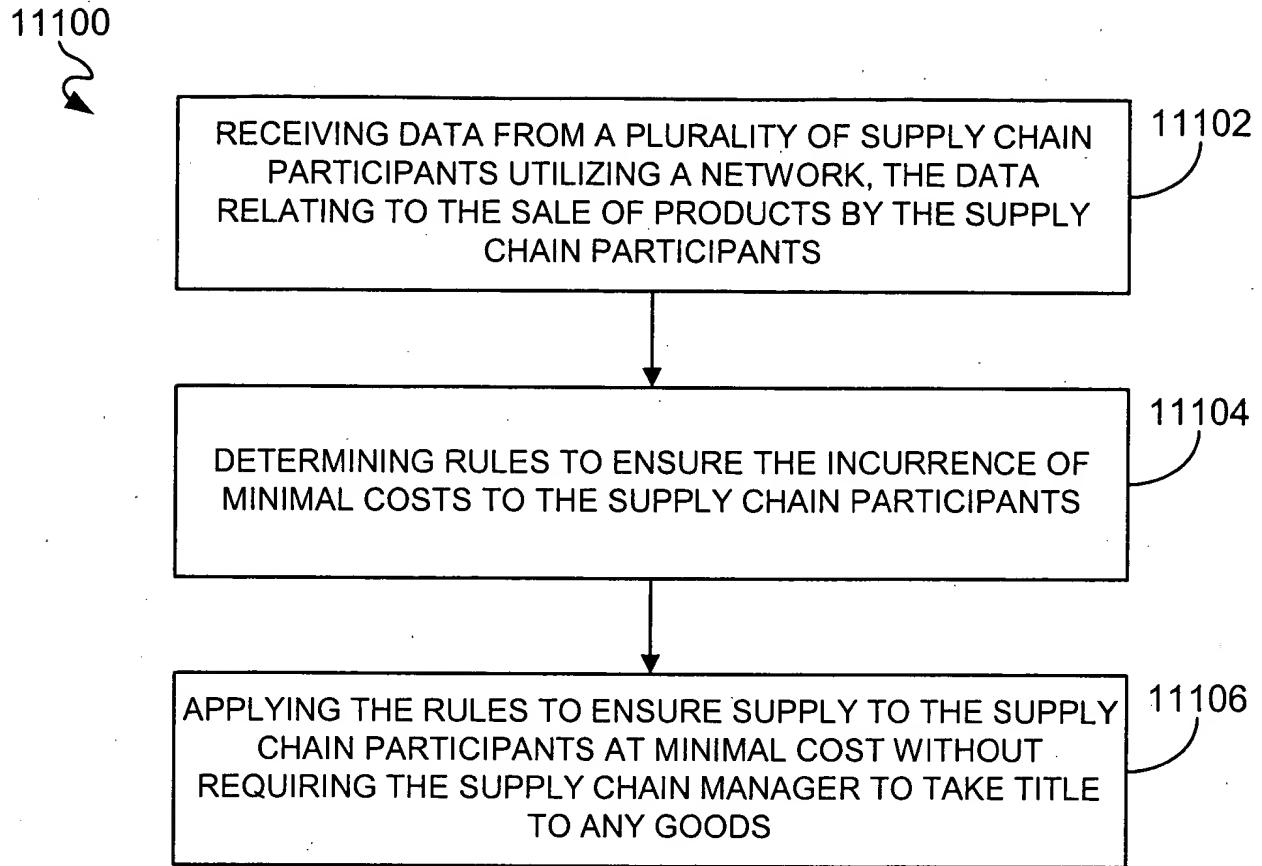


FIG. 111

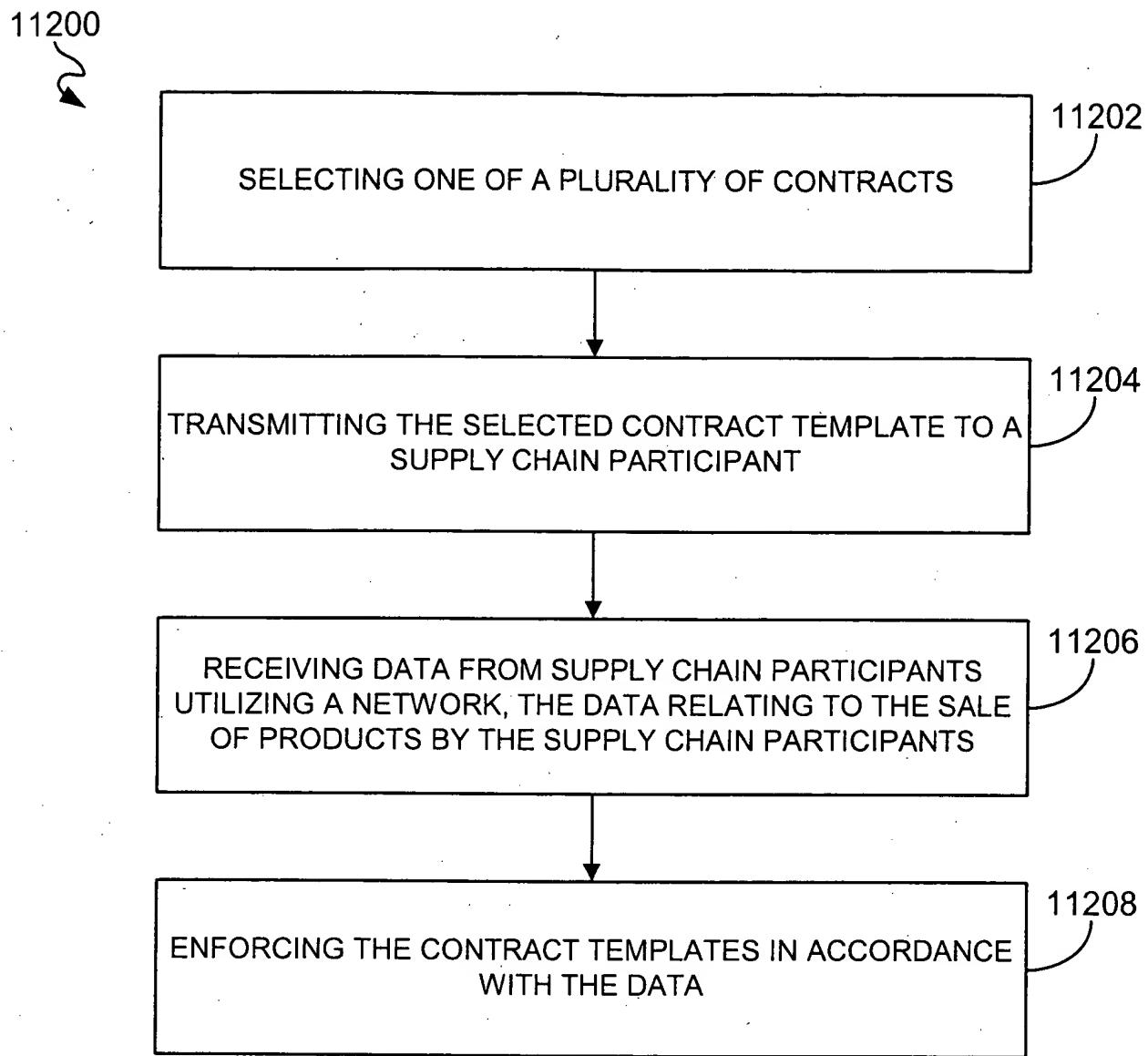


FIG. 112

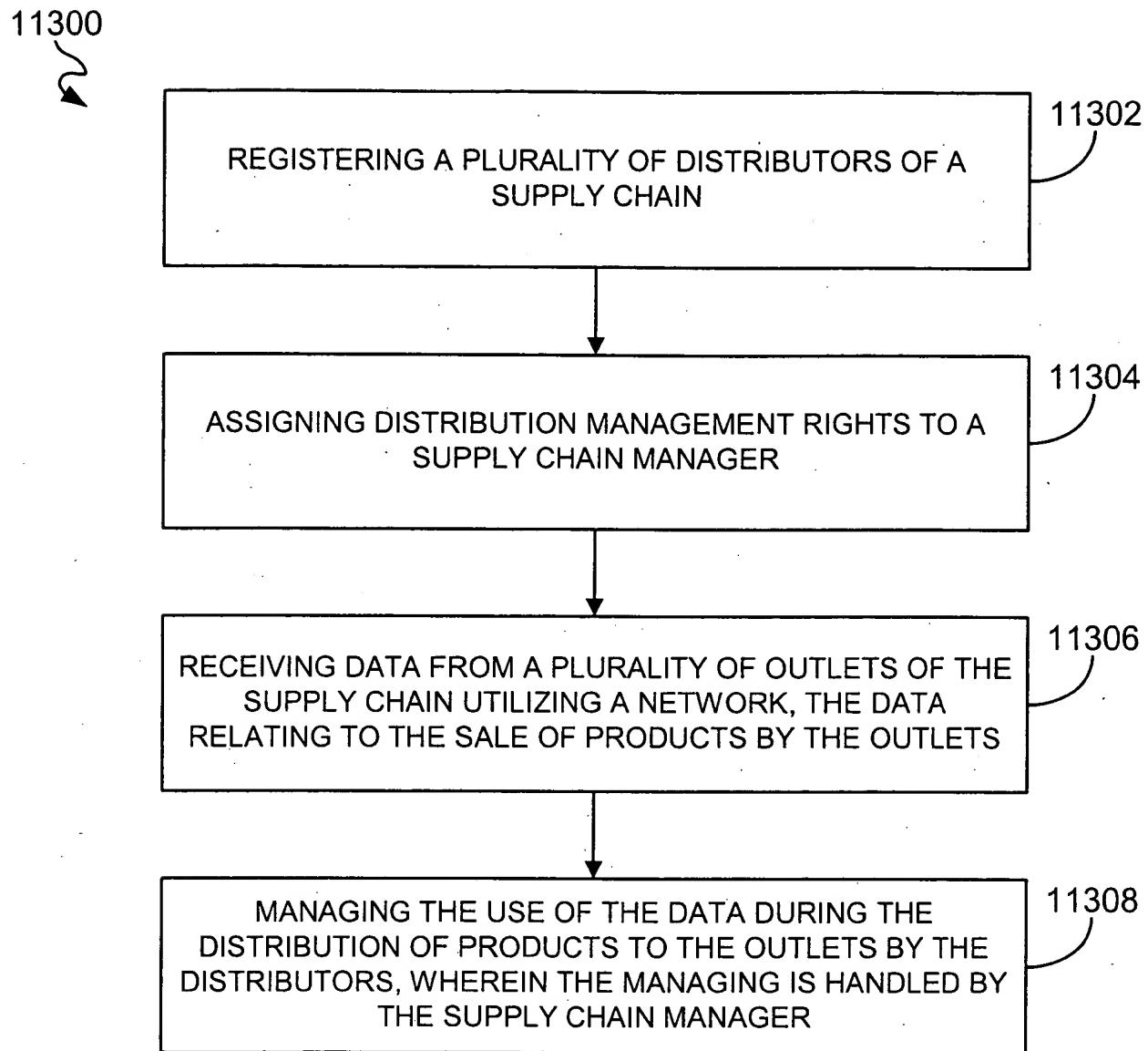


FIG. 113

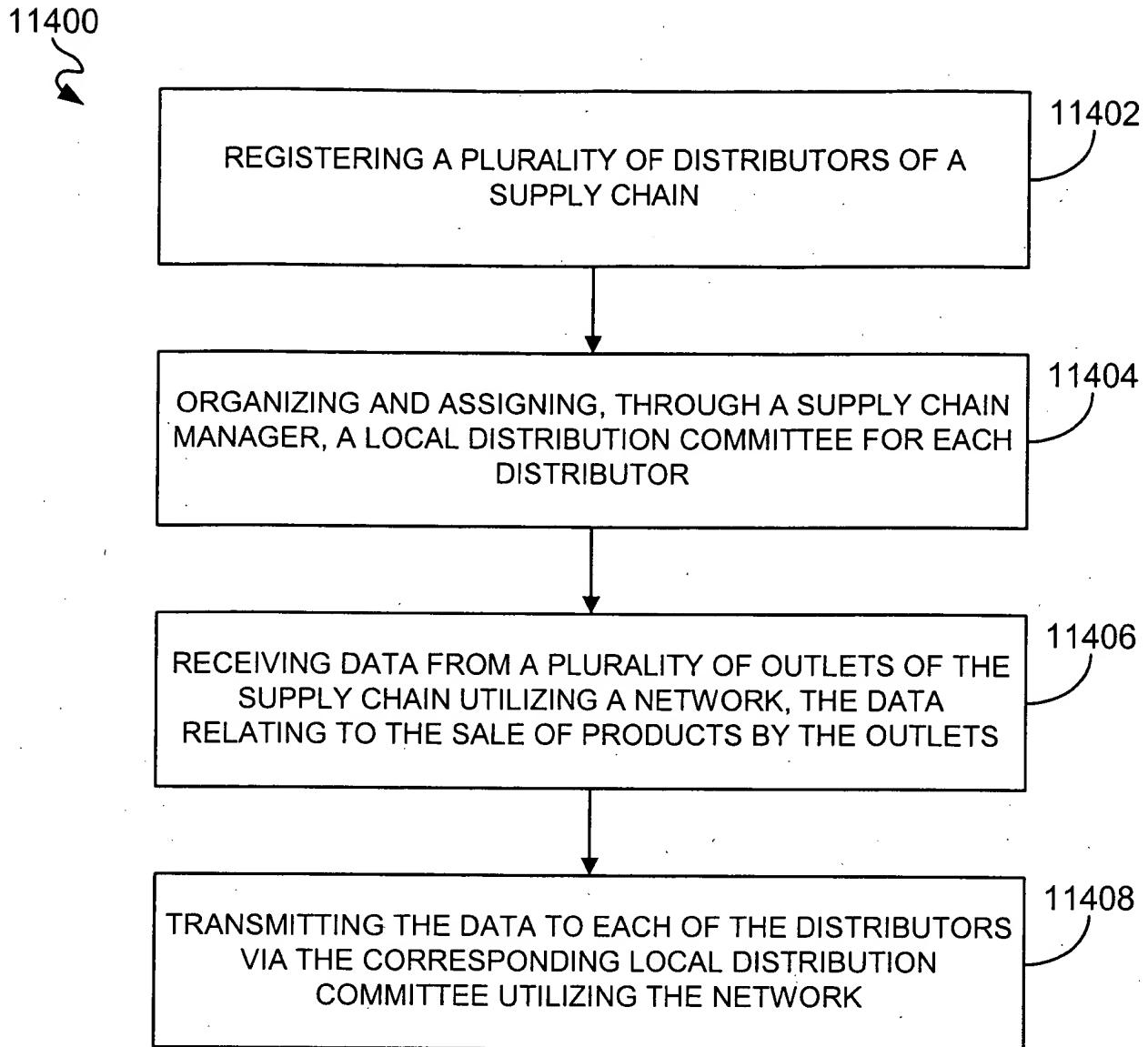


FIG. 114

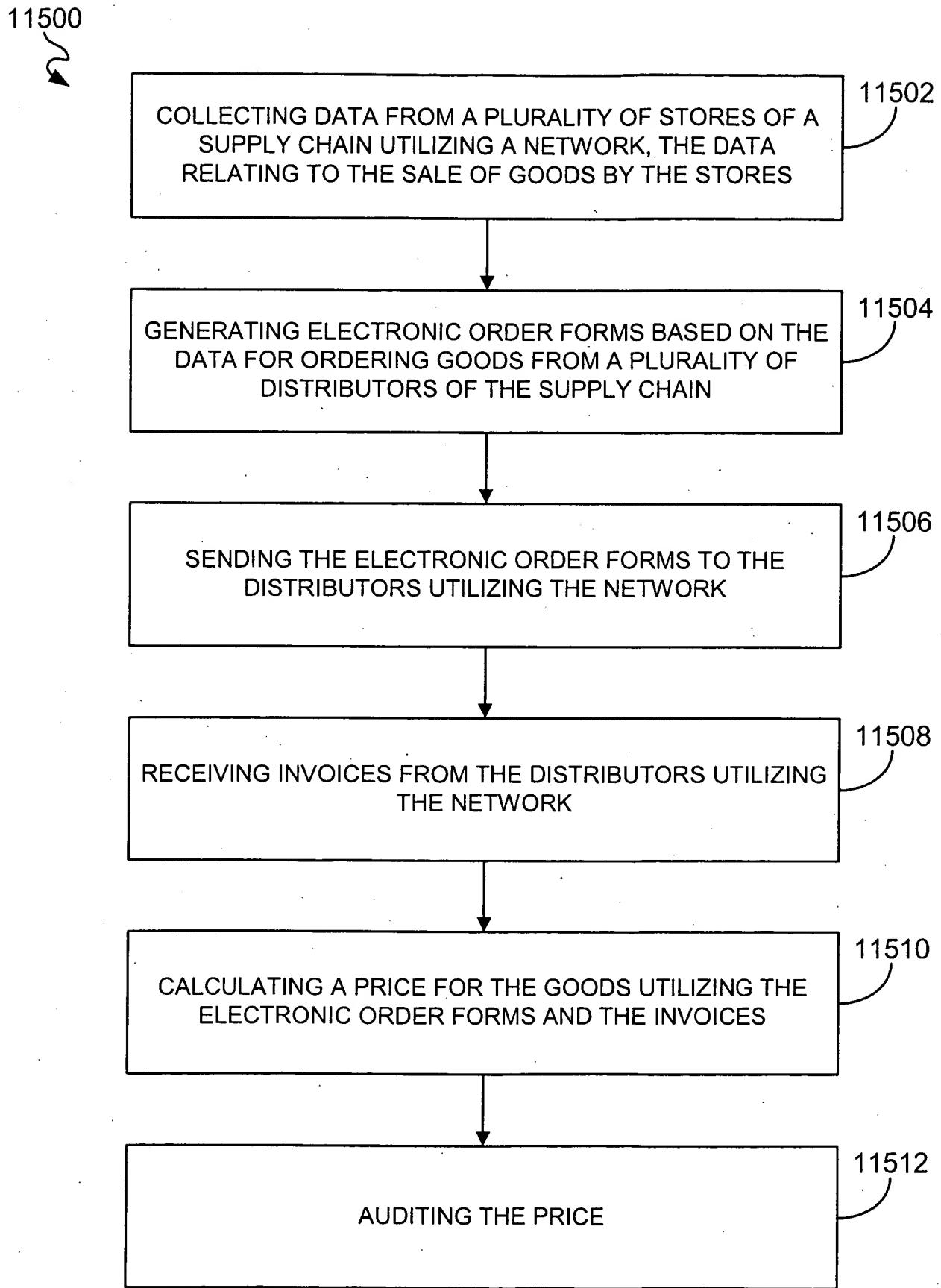


FIG. 115

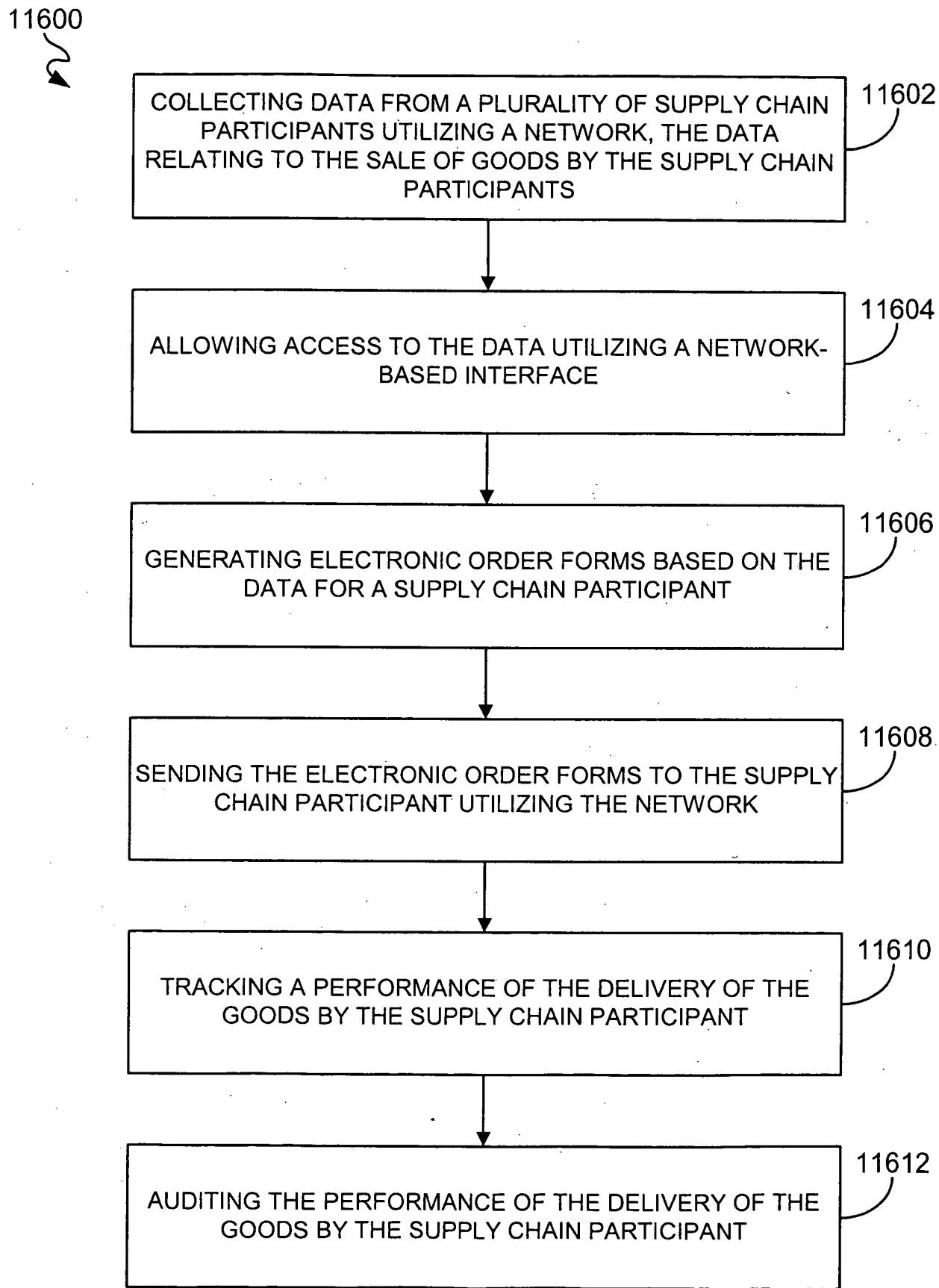


FIG. 116

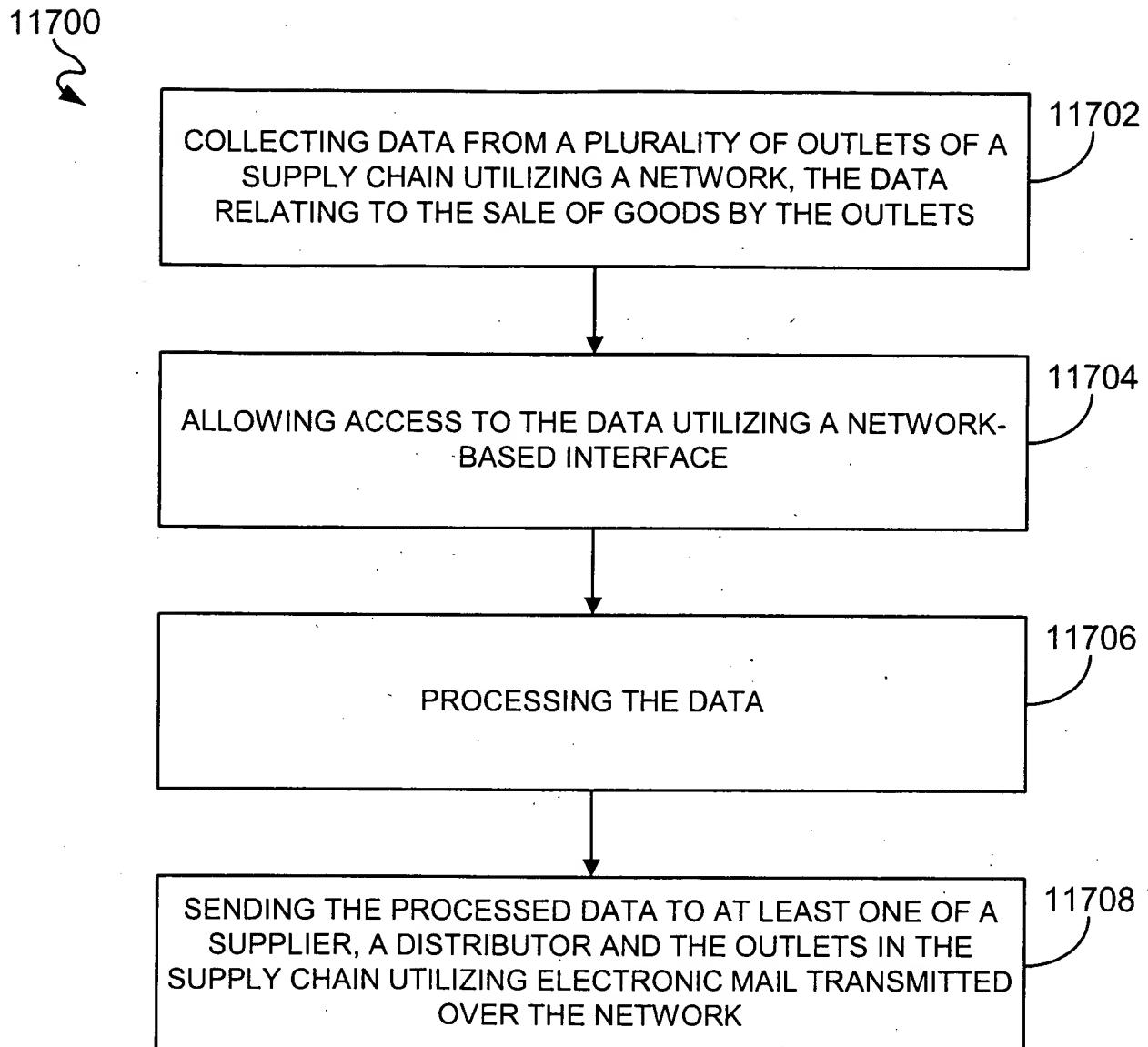


FIG. 117

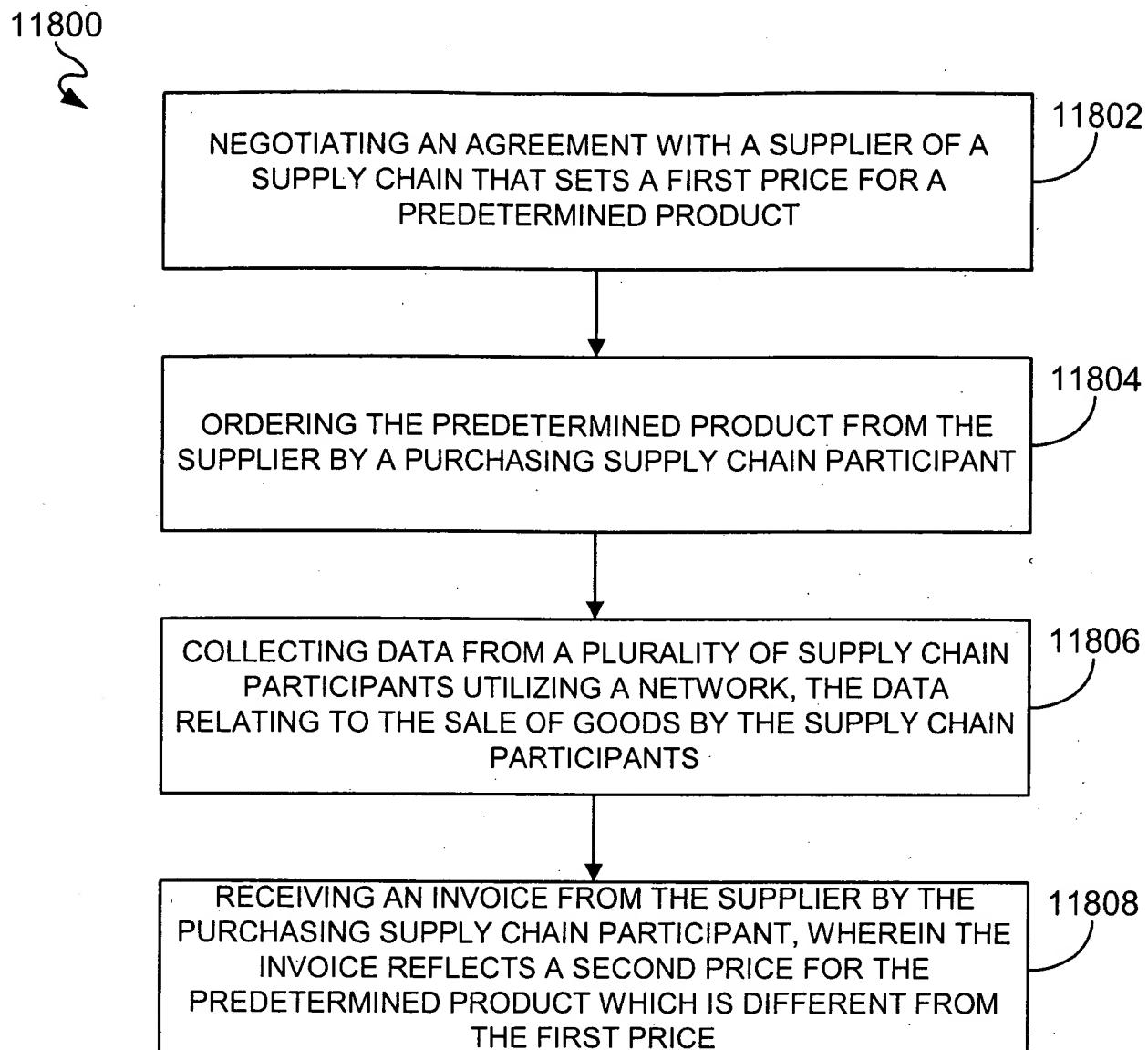


FIG. 118

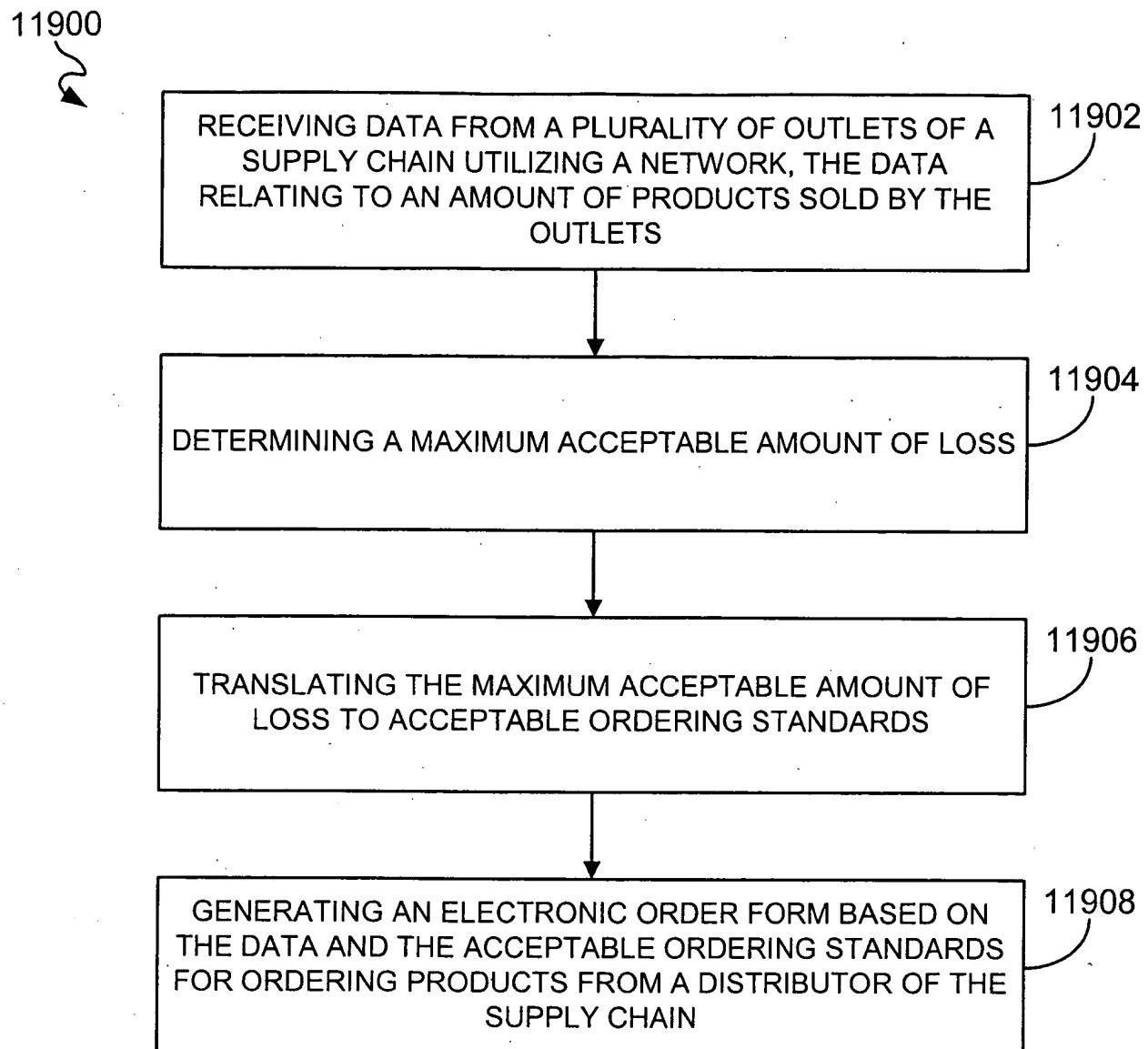


FIG. 119

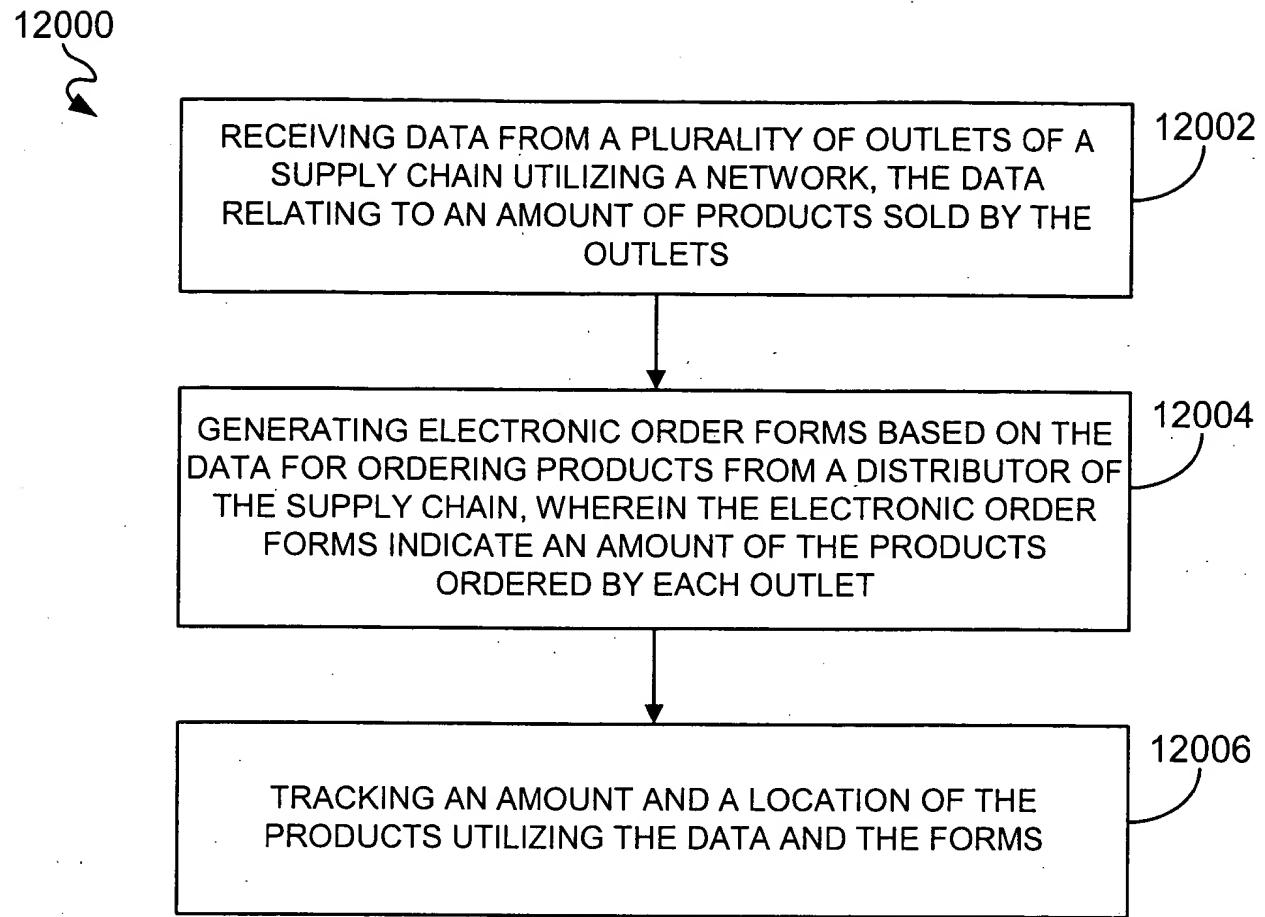


FIG. 120

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE
OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS,
DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK
BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF
THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

FIG. 121

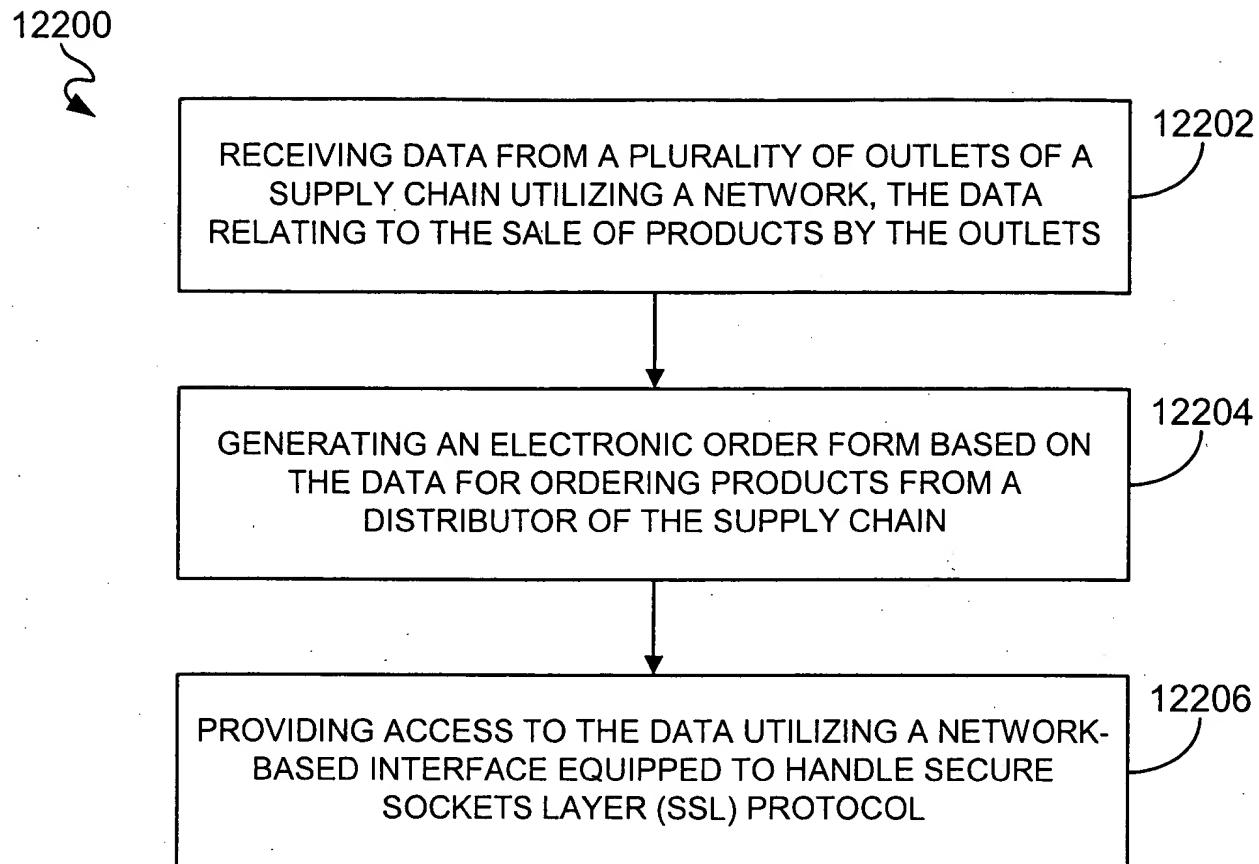


FIG. 122

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING PRODUCTS FROM A
DISTRIBUTOR OF THE SUPPLY CHAIN

12304

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE

12306

FIG. 123

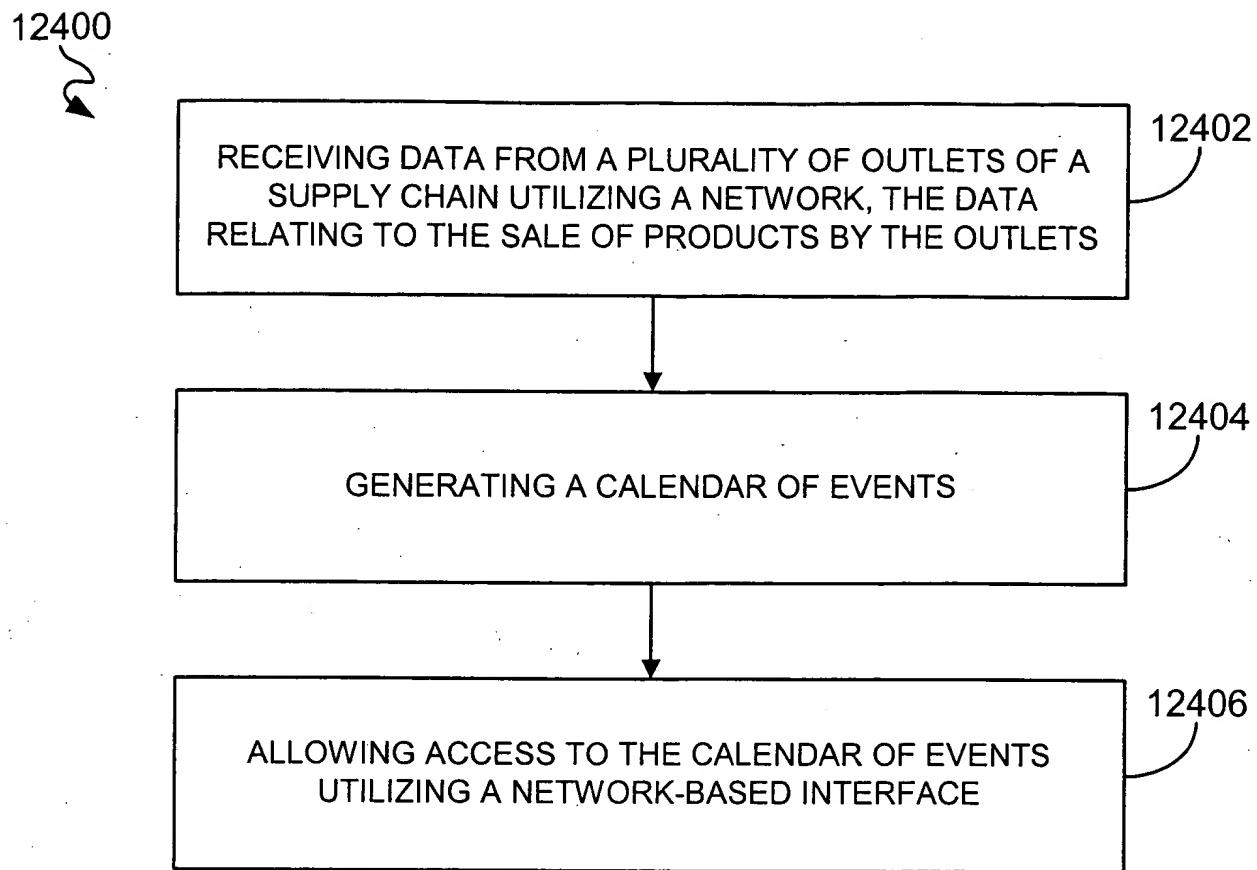


FIG. 124

12500

12502

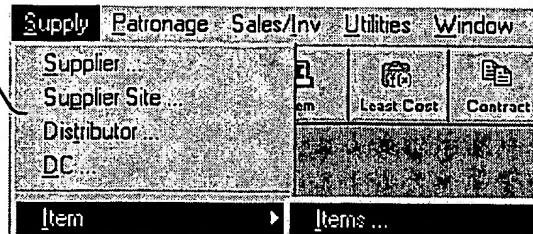


FIG. 125

12600

12602

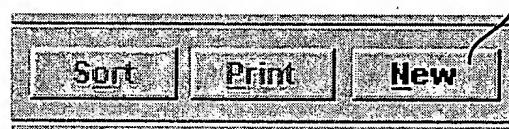


FIG. 126

12700

12702

FIG. 127

12800

Landed Cost by Distribution Center

| Item | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium | 4.85 | 0.23 | 5.08 | TL |
| Bag - Large | 6.7 | 0.23 | 6.93 | TL |
| Biscuits - Frozen | 12.33 | 1.15 | 13.48 | TL |
| Brush - Pot, Long Handle | 40.2 | 2.02 | 42.22 | TL |
| Brush - Pot, Short Handle | 24 | 1.39 | 25.39 | TL |
| Carton - Breakfast | 16.59 | 1.1 | 17.69 | RDC |
| Carton - Large Fry | 29.91 | 0.81 | 30.72 | RDC |
| Carton - Medium Fry | 18.92 | 0.73 | 19.65 | TLMIN |

FIG. 128

12900



FIG. 129

13000

| | | | | | |
|---------------------|---|------------|-------------------------|----------|--|
| Supplier Item Desc: | | | Item No: | | |
| Current: | <input checked="" type="radio"/> Yes <input type="radio"/> No | | Tie Qty: | | |
| Items per Case: | 5000 | | High Qty: | | |
| Innerpack Contents: | 51000 | | Cases Per Pallet: | | |
| Item Size: | | | Stacking Allowed: | | |
| Case Length: | | | Universal Product Code: | | |
| Case Width: | | | Cases Per Truckload: | 1350 | |
| Case Depth: | | | Net Weight: | 39.00 | |
| Case Dimension U/M: | INCHES | | Gross Weight: | 39.00 | |
| Item Cube: | 0.95 | CUBIC FEET | Weight U/M: | POUND(S) | |
| Item Shelf Life: | | | Bar Code: | | |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

Site Information SiteId: 17355 SiteRole: *FOB Shipping Point*

13102

FIG. 131

13200

| | | |
|-------------------------|----------------------------|--|
| Site Information | Site Id: 16 | FOB Shipping Point |
| Name: | AMERISERVE-FARMINGDALE, NY | Railroad Name: <input type="text"/> |
| Status: | Active | Rail Sidings: <input type="text"/> |

FIG. 132

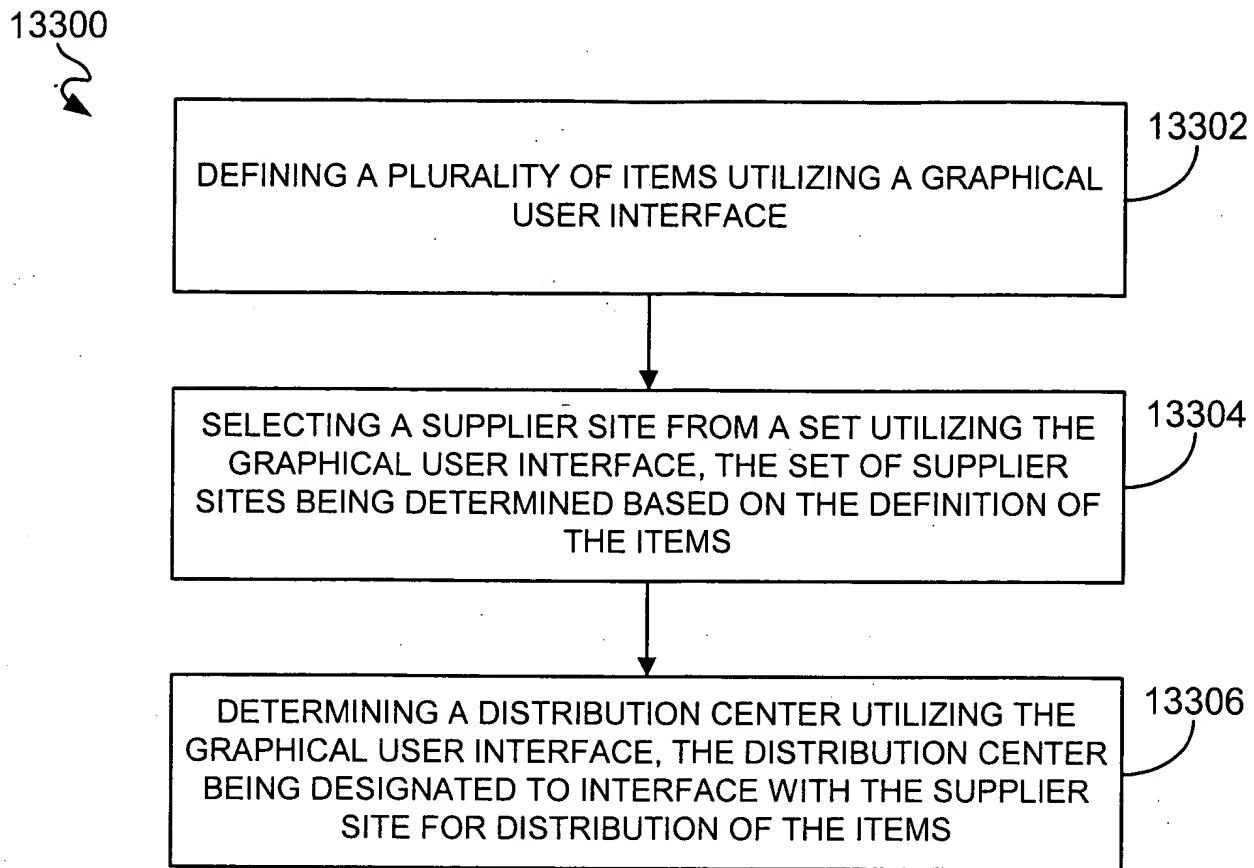


FIG. 133

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules: Yes No Apply By: Cell

FIG. 134

13500

| DC | Supplier FOB Point |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL |
| AMERISERVE-FARMINGDALE, NY | TYSON FOODS - NEW HOLLAND, PA |

FIG. 135

13600

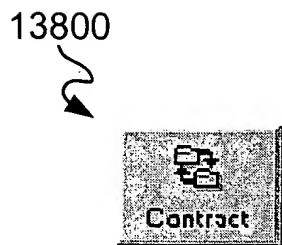
| Con FOB | Inv FOB | Freight | Landed |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400 | 35.2300 |
| 34.3200 | 34.3900 | 0.2900 | 34.6800 |

FIG. 136

13700

| Contr | LB | Trk | Routing |
|-------|---------|-----|---------|
| 96 | 83,600 | 2.0 | TL |
| 96 | 215,040 | 5.1 | TL |

FIG. 137



13900

| Min Ord | UM | Slip | Deliv. |
|---------|---------------------|------|--------|
| 1 | TRUCKLOAD(S) Pallet | | |
| 1 | TRUCKLOAD(S) Pallet | | |

FIG. 138

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck | 83,600 |
| Truck | 215,040 |

FIG. 140

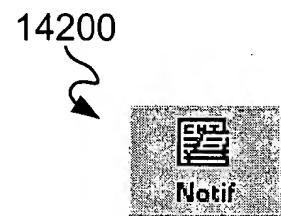


FIG. 142

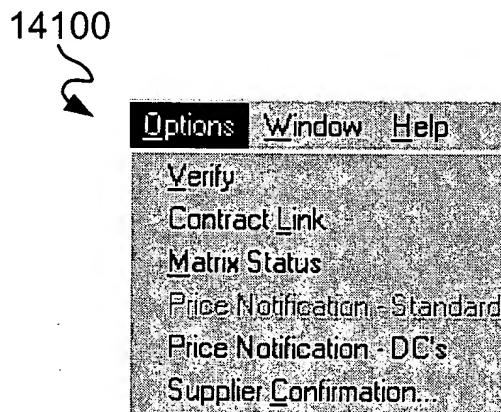


FIG. 141

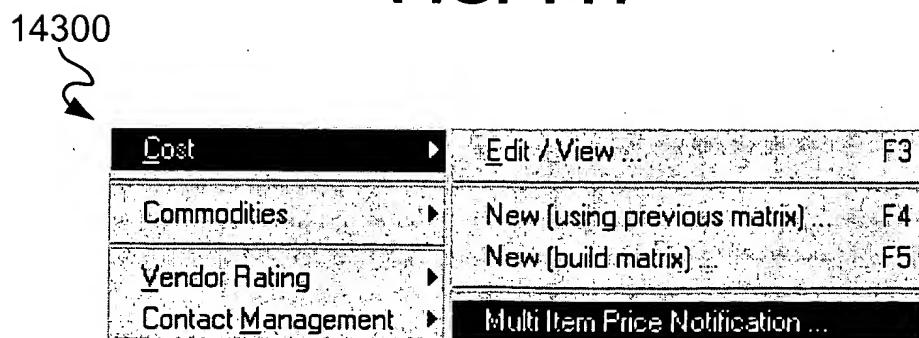


FIG. 143

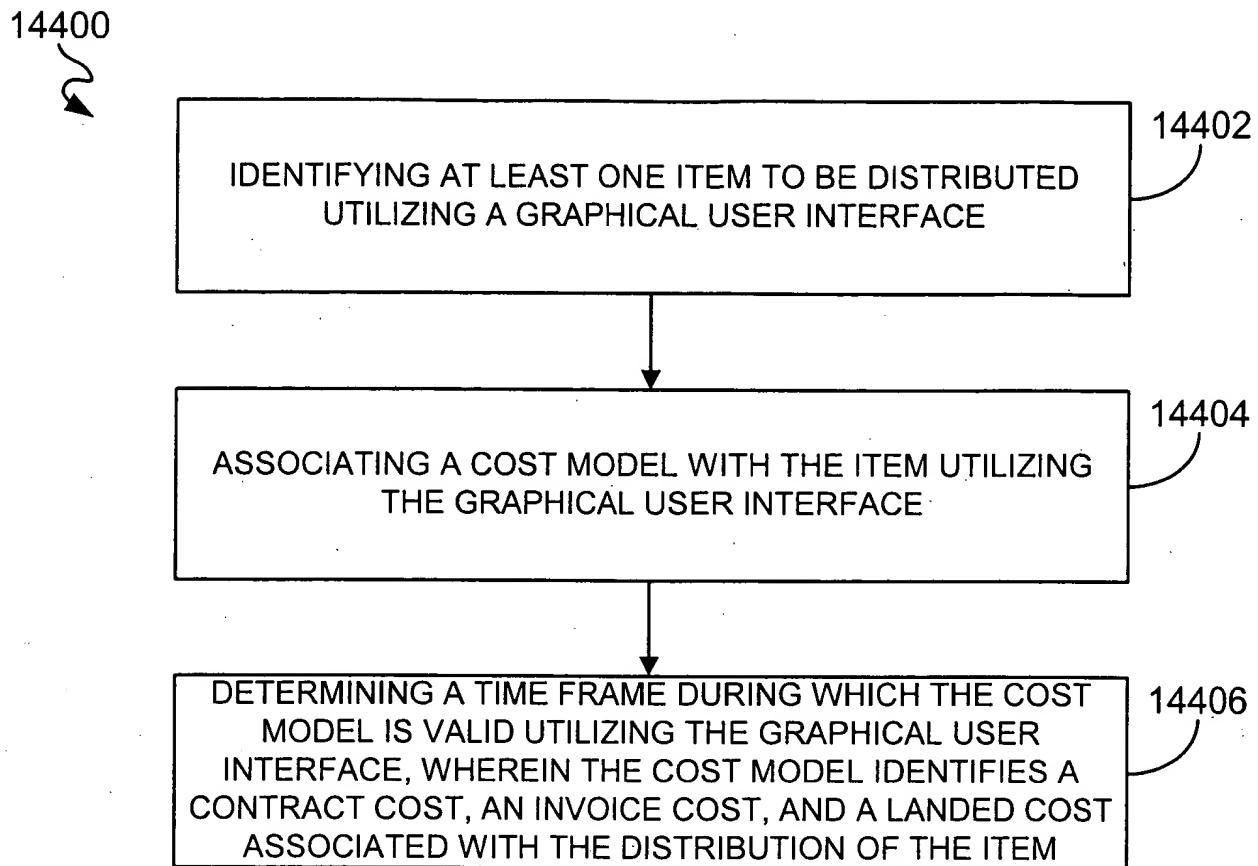


FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

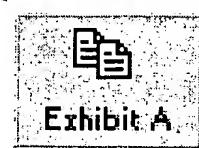
Payment Terms: Net 10

FIG. 147

14800



14900



15000



FIG. 148

FIG. 149

FIG. 150

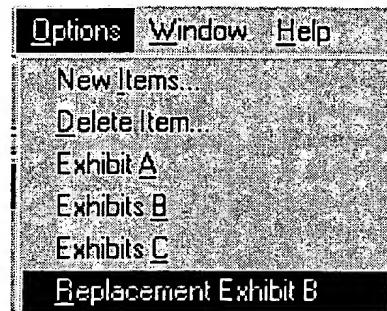
15100

Select the End Dates to Use on the Exhibit

| Item Description | Cost Matrix End Date | Contract End Date | No End Date |
|------------------------|---|--|-------------------------------|
| BEEF - 77% | <input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date | <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ | <input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date | <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date | <input type="radio"/> No Date |
| BEEF-WHOPPER JR 2.8 OZ | <input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date | <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date | <input type="radio"/> No Date |

FIG. 151

15200



15300



FIG. 153

FIG. 152

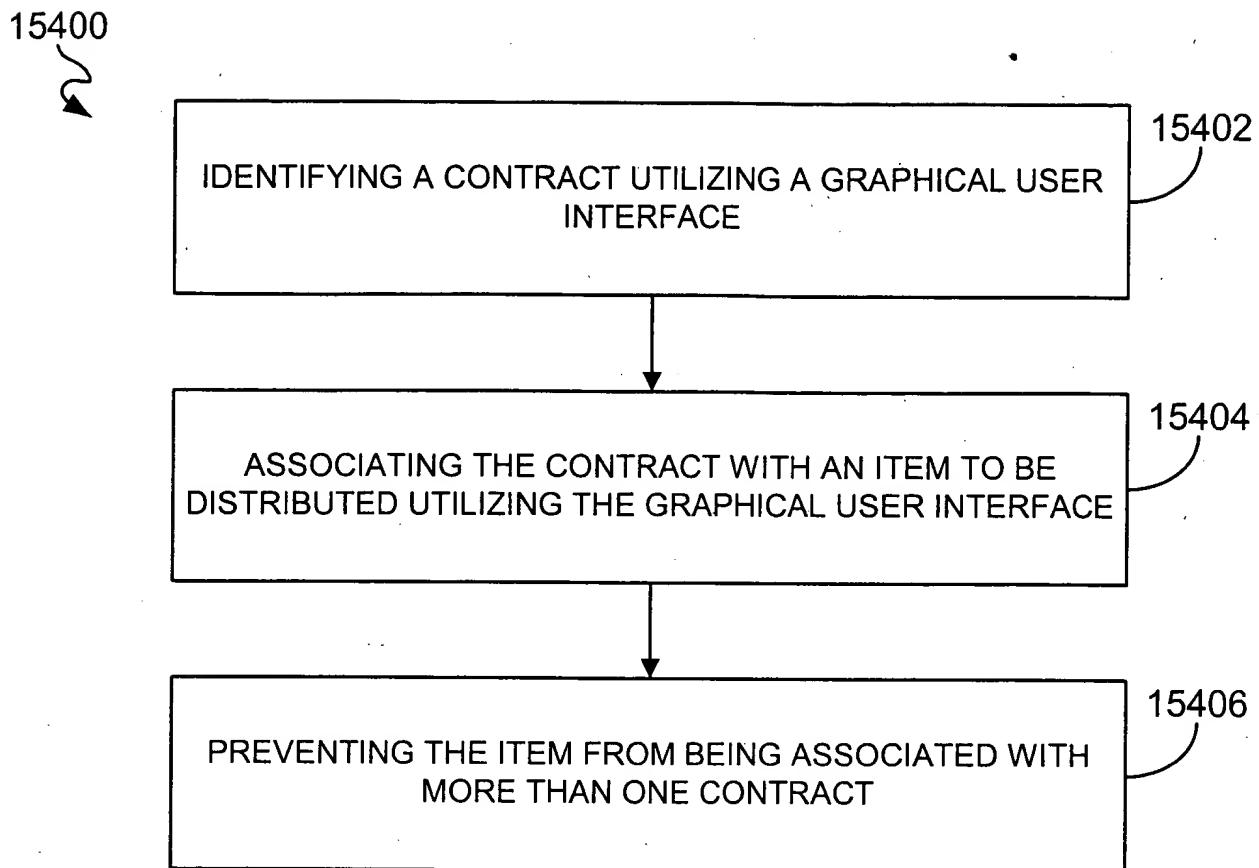


FIG. 154

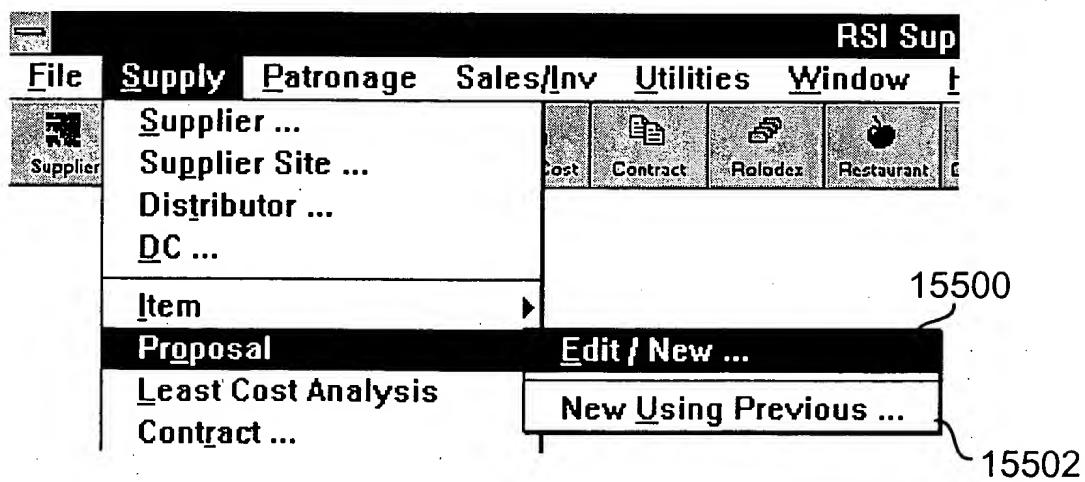


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids

| | | | | | | | | | |
|-----------------------------|----------------------------------|--|-----|-----------|----------|--------------------|----------------------|----------|--|
| Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid | |
| Proposal Information | | | | | | | | | |
| Proposal ID: | 1021 | | | | | Proposal Due Date: | 06/12/97 | | |
| Proposal Name: | Foam Hot Cups & Polystyrene Lids | | | | | | Contract Begin Date: | 07/01/97 | |
| Buyer Name: | Dennis Clebby | | | | | Contract End Date: | 06/30/98 | | |
| Actions | | | | | | | | | |
| # | Date: | Action Description: | | | | | | | |
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup. | | | | | | | |

FIG. 156

15700

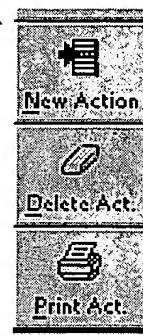


FIG. 157

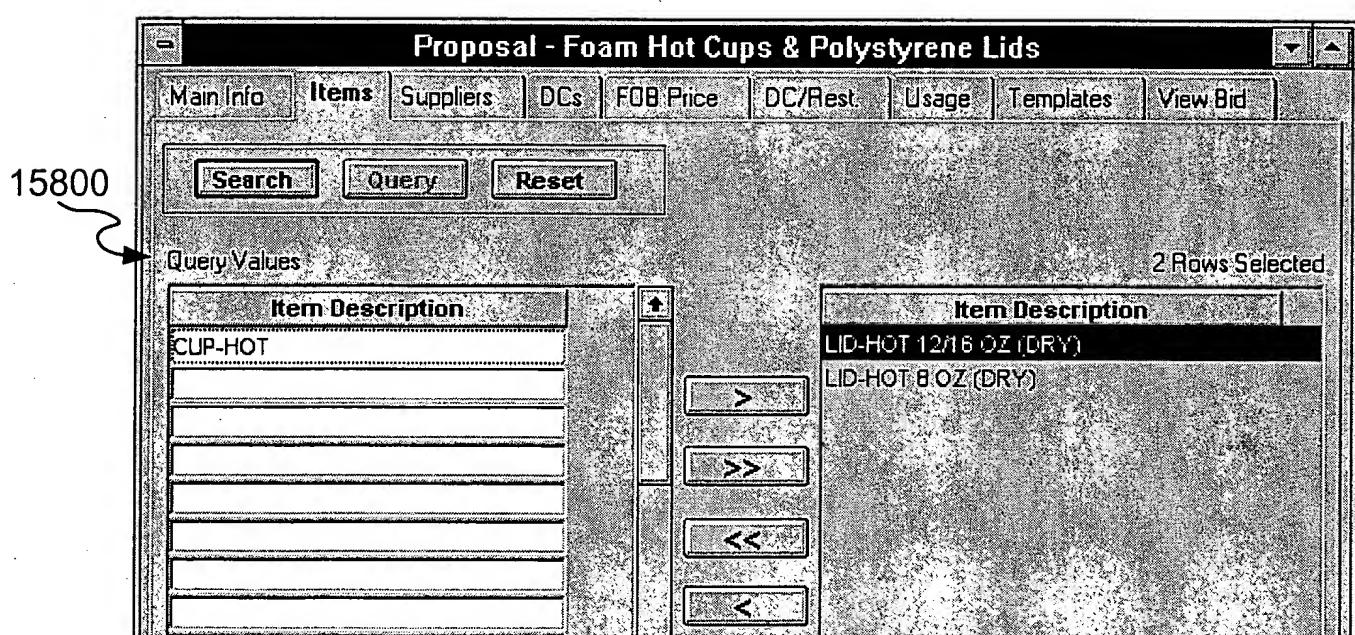


FIG. 158

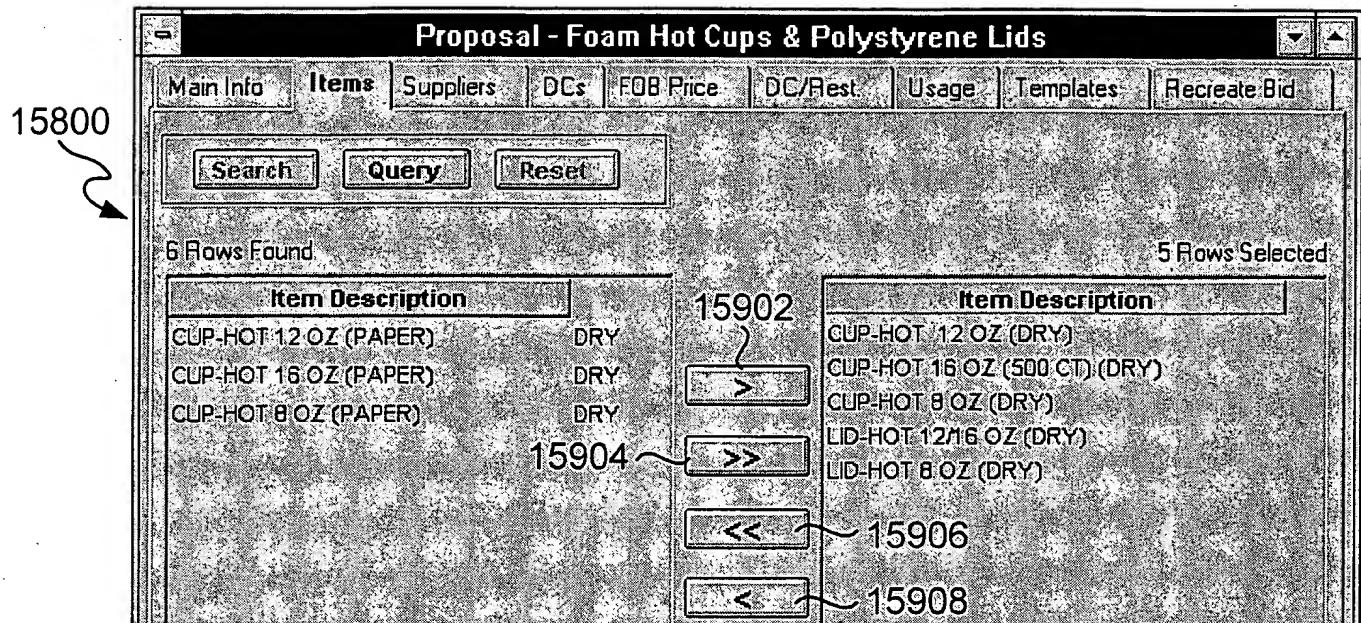


FIG. 159

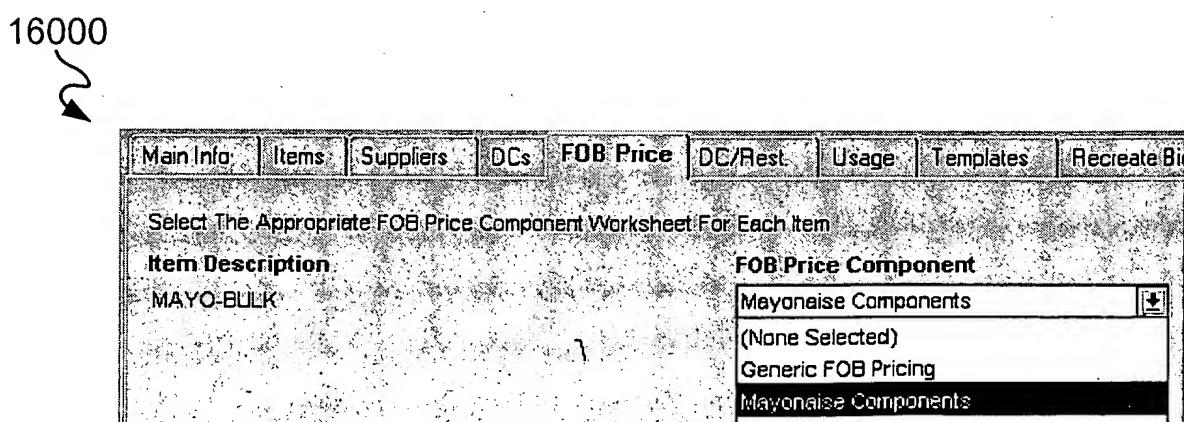


FIG. 160

16100

| Item | Growth % | Gross Wgt. | Item Cube | Contract Period |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00% | 32 | 1.26 | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY | 7.00% | 37.00 | 1.09 | |
| CHICKEN-TENDERS | 0.00% | 25.00 | 1.06 | |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|
| POST-ALBUQUERQ | 576 | 30 | 99.34% | 6.03 | 5.00% | 755 |
| POST-DENVER | 833 | 39 | 99.05% | 6.68 | 5.00% | 1,083 |
| POST-SALT LAKE | 116 | 2 | 80.00% | 5.46 | 5.00% | 37 |

FIG. 161

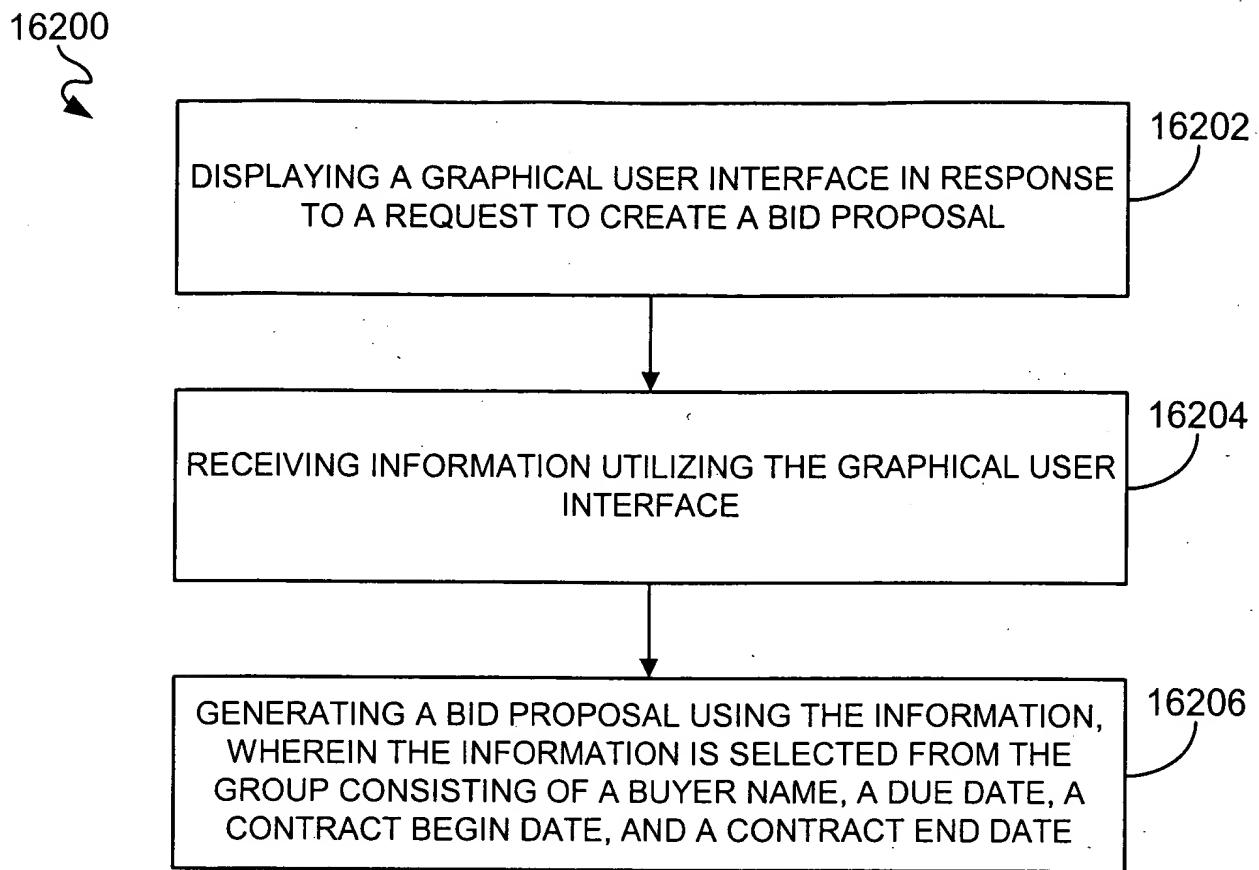


FIG. 162

卷之三

16300

Templates | Create Bid

16400

FIG. 163

| Report Name | Supply | MS | Editable |
|-------------------------------------|--------|----|----------|
| | Word | | Y/N |
| Bid Proposal Cover Letter | ? | | Y |
| General Terms and Conditions | ? | | N |
| Usage Estimates | ? | | N |
| Supplier Facility Worksheets | ? | | N |
| Item Information Worksheets | ? | | N |
| Sample Supply Agreement | ? | | N |
| BK Specification Request | ? | | N |
| FOB Price Component | ? | | Y |
| Truckload Freight Worksheet | ? | | N |
| LTL Freight Worksheet | ? | | N |

FIG. 164

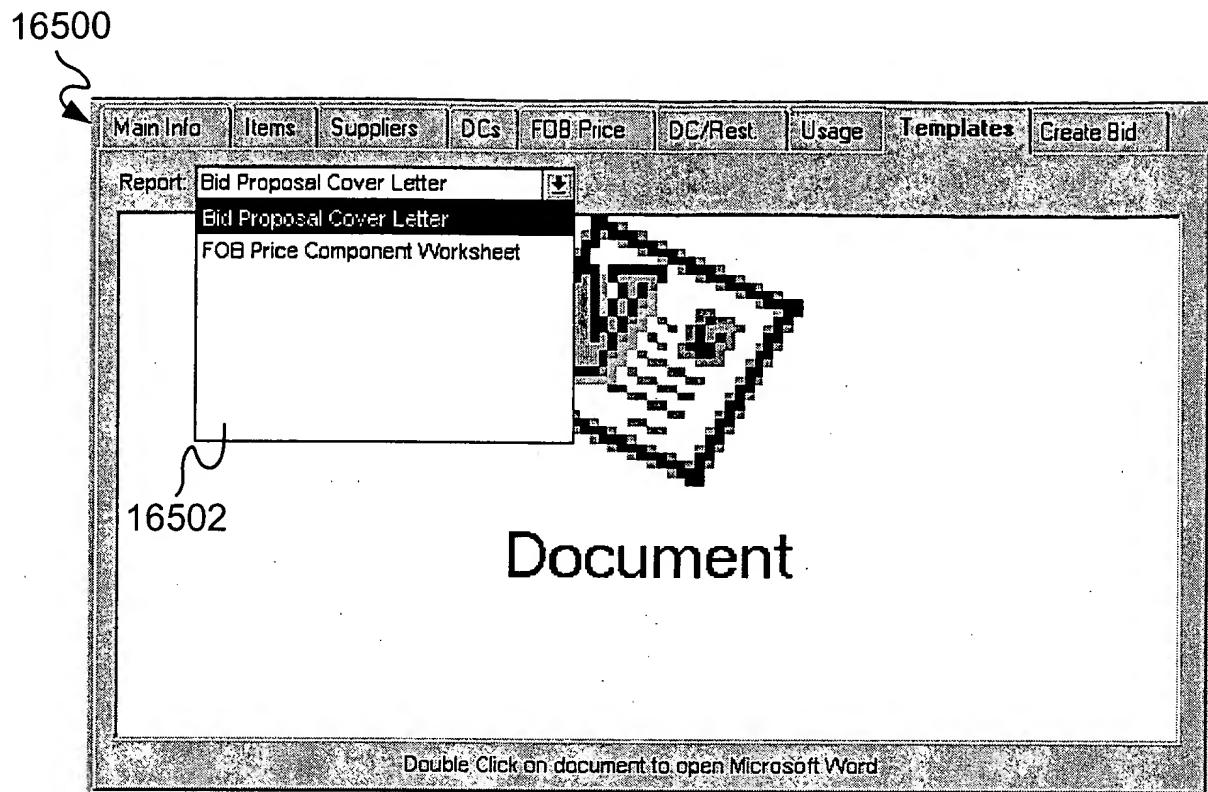


FIG. 165

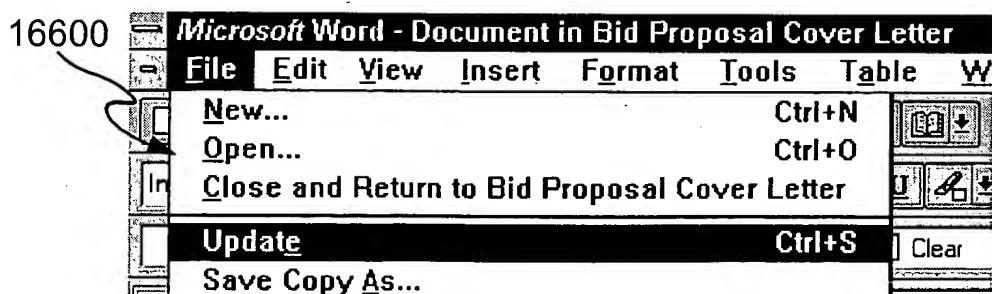


FIG. 166

16700

Bid Proposal Sent

Bid Proposal Will Include Checked Documents

| General | | Cost | |
|--|-------------------------------------|--------------------------------------|-------------------------------------|
| Bid Proposal Cover Letter | <input checked="" type="checkbox"/> | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| General Terms & Conditions | <input checked="" type="checkbox"/> | Truckload Freight Worksheet | <input checked="" type="checkbox"/> |
| Usage Estimates | <input checked="" type="checkbox"/> | LTL Freight Worksheet | <input checked="" type="checkbox"/> |
| Supplier Facility Worksheet | <input checked="" type="checkbox"/> | Blank Sheets | |
| Item Information Worksheet | <input checked="" type="checkbox"/> | Supplier Facility Worksheet | <input checked="" type="checkbox"/> |
| Sample Supply Agreement | <input checked="" type="checkbox"/> | Item Information Worksheet | <input checked="" type="checkbox"/> |
| BK Specification Request | <input checked="" type="checkbox"/> | FOB Price Component Worksheet | <input checked="" type="checkbox"/> |
| * LTL Freight Worksheet will be printed by system if necessary | | | |

Supplier Facility Worksheet

Item Information Worksheet

FOB Price Component Worksheet

Truckload Freight Worksheet

LTL Freight Worksheet

*** LTL Freight Worksheet will be printed by system if necessary**

FIG. 167

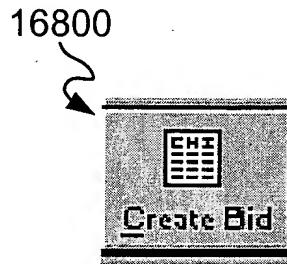


FIG. 168

16900

Report: **Supplier:**

7/2/97

Restaurant Services, Inc.

Item Information Worksheet

ATTY

DS

Report: **Supplier:**

7/2/97

Bid Proposal Cover Letter

FOB Price Component Worksheet

General Terms & Conditions

Item Information Worksheet

LTL Freight Worksheet

Sample Supply Agreement

Supplier Facility Worksheet

FIG. 169

09934465 • Out of 300

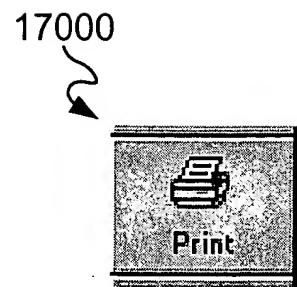


FIG. 170

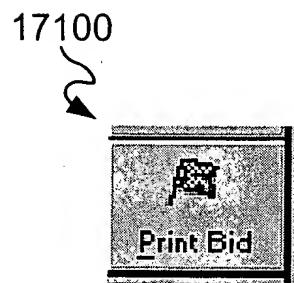


FIG. 171

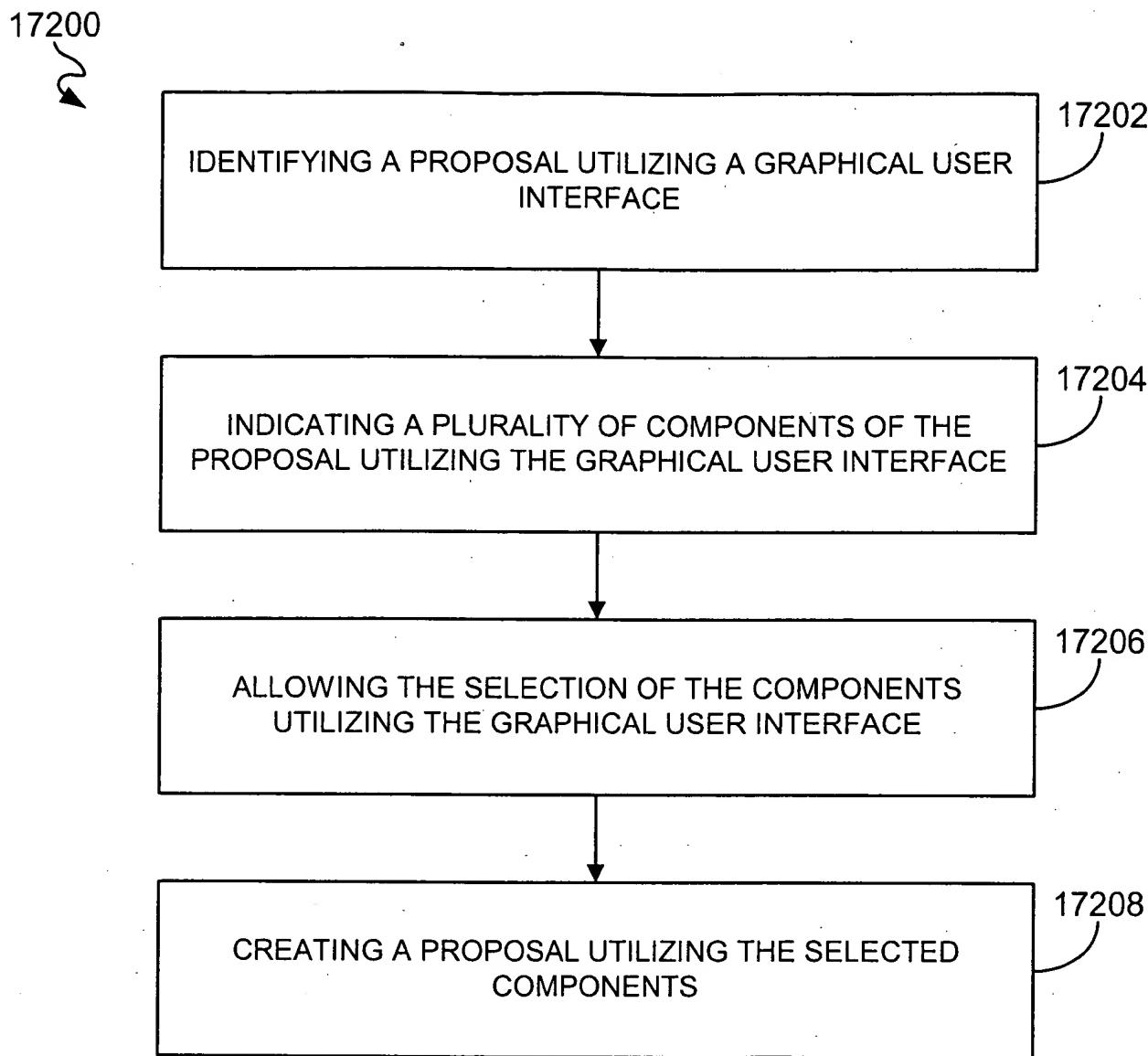


FIG. 172

17300

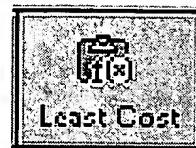


FIG. 173

17400

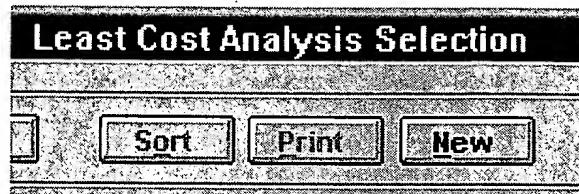


FIG. 174

17500

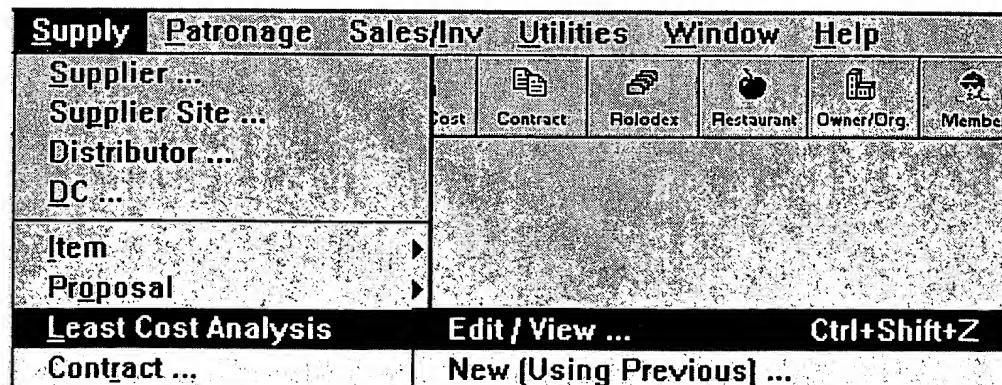


FIG. 175

| | | |
|---------------------------|---|-------------------------------------|
| Bid Proposal Name: | (None) | <input type="checkbox"/> |
| | Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98) | <input checked="" type="checkbox"/> |
| | Harm, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97) | <input type="checkbox"/> |

17600

FIG. 176

09834465 • 04433041

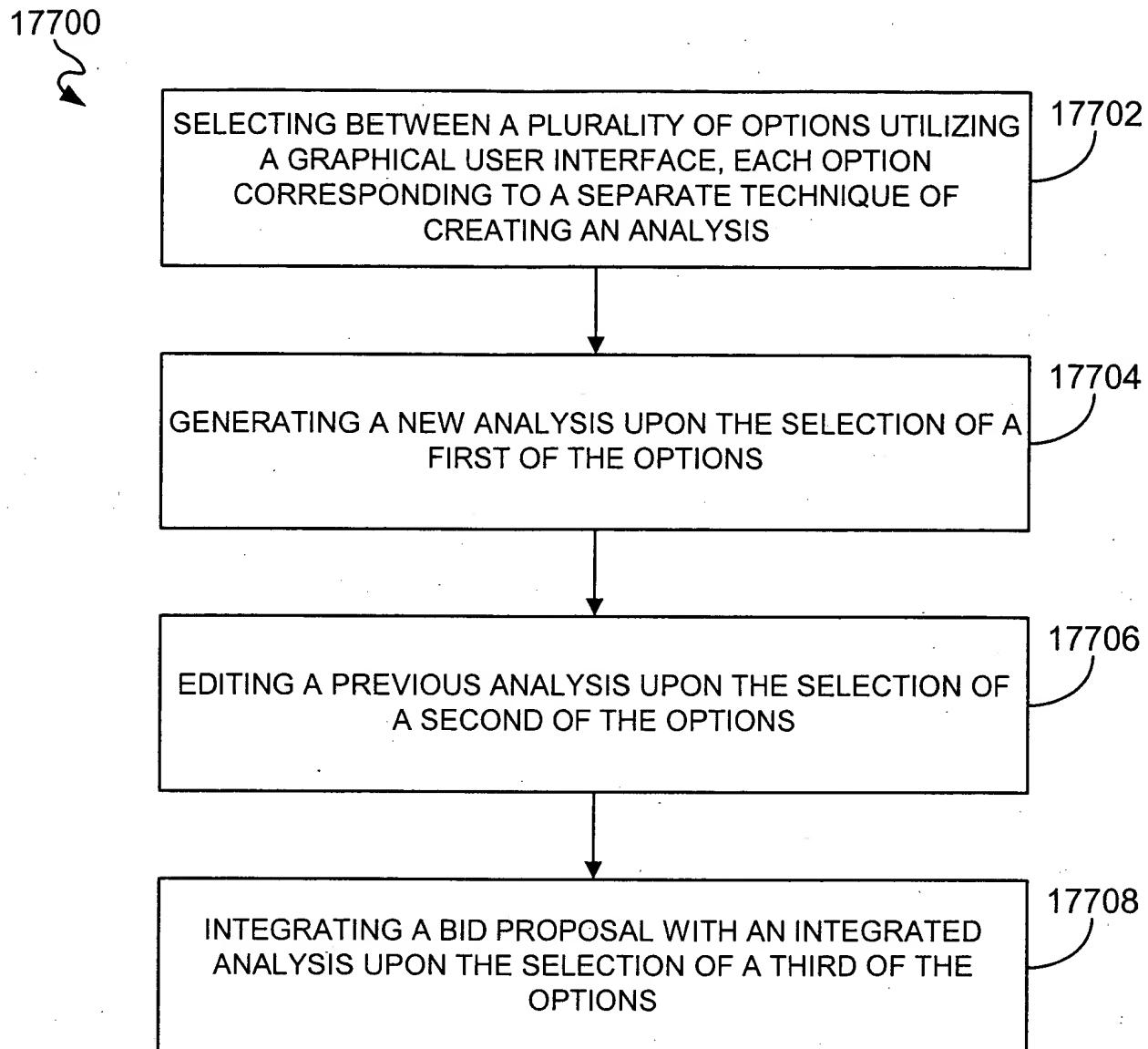
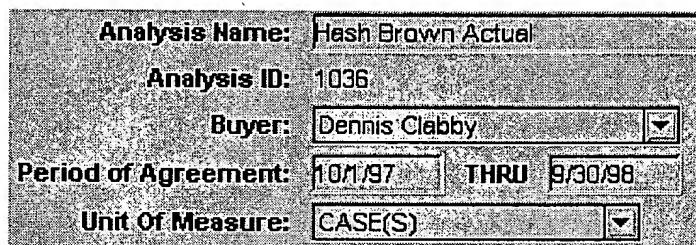


FIG. 177

098344655 0443201

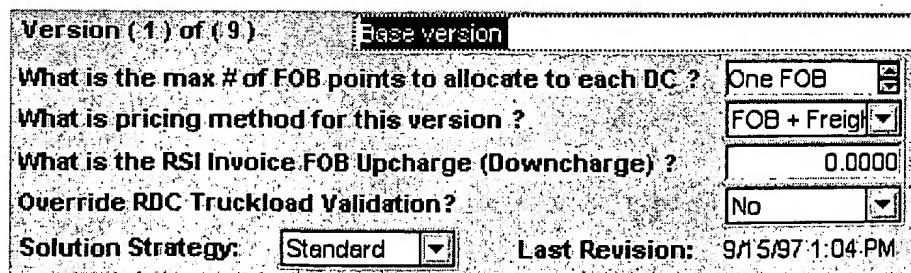
17800



Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900



Version (1.0) of (9.0)

What is the max # of FOB points to allocate to each DC?

What is pricing method for this version?

What is the RSI Invoice FOB Upcharge (Downcharge)?

Override RDC Truckload Validation?

Solution Strategy: Last Revision: 9/15/97 1:04 PM

FIG. 179

18000

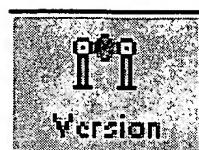


FIG. 180

18100

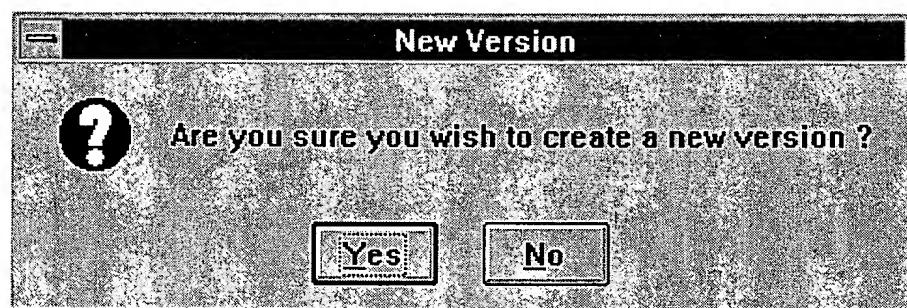


FIG. 181

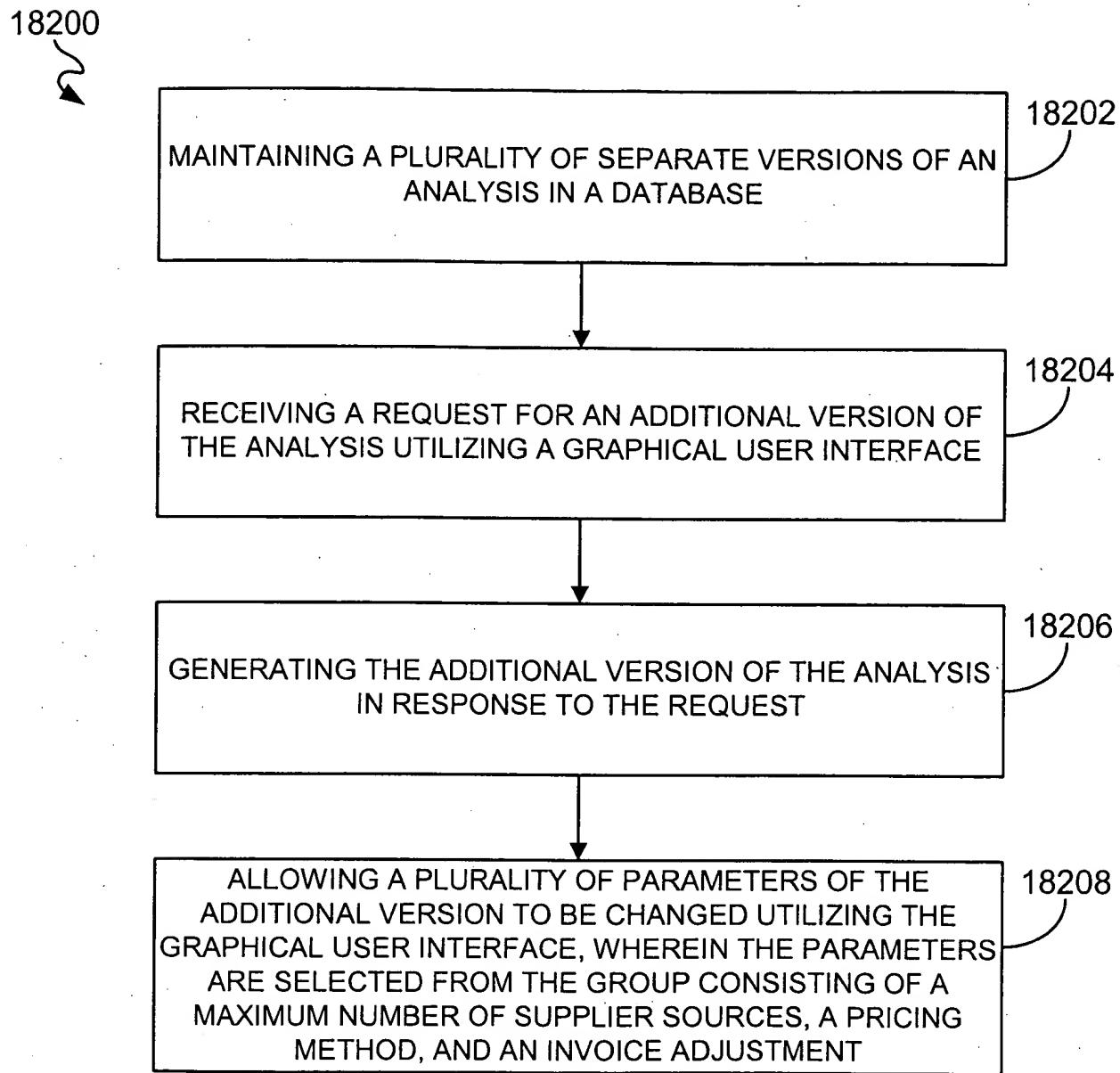


FIG. 182

098654470-043301

18300



Query Values

| Supplier FOB |
|--------------|
| DOP |
| |
| |
| |

7 Rows Selected

| Supplier FOB |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA |
| DOPACO-KINSTON, NC |
| DOPACO-ST. CHARLES, IL |
| DOPACO-STOCKTON, CA |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |
| |

18302

FIG. 183

18400

| Item Description | Conv. Factor |
|---------------------|--------------|
| FRIES-COATED (FRZN) | 36 |

18402

FIG. 184

0 9 3 2 4 4 4 6 5 5 0 0 4 3 0 3

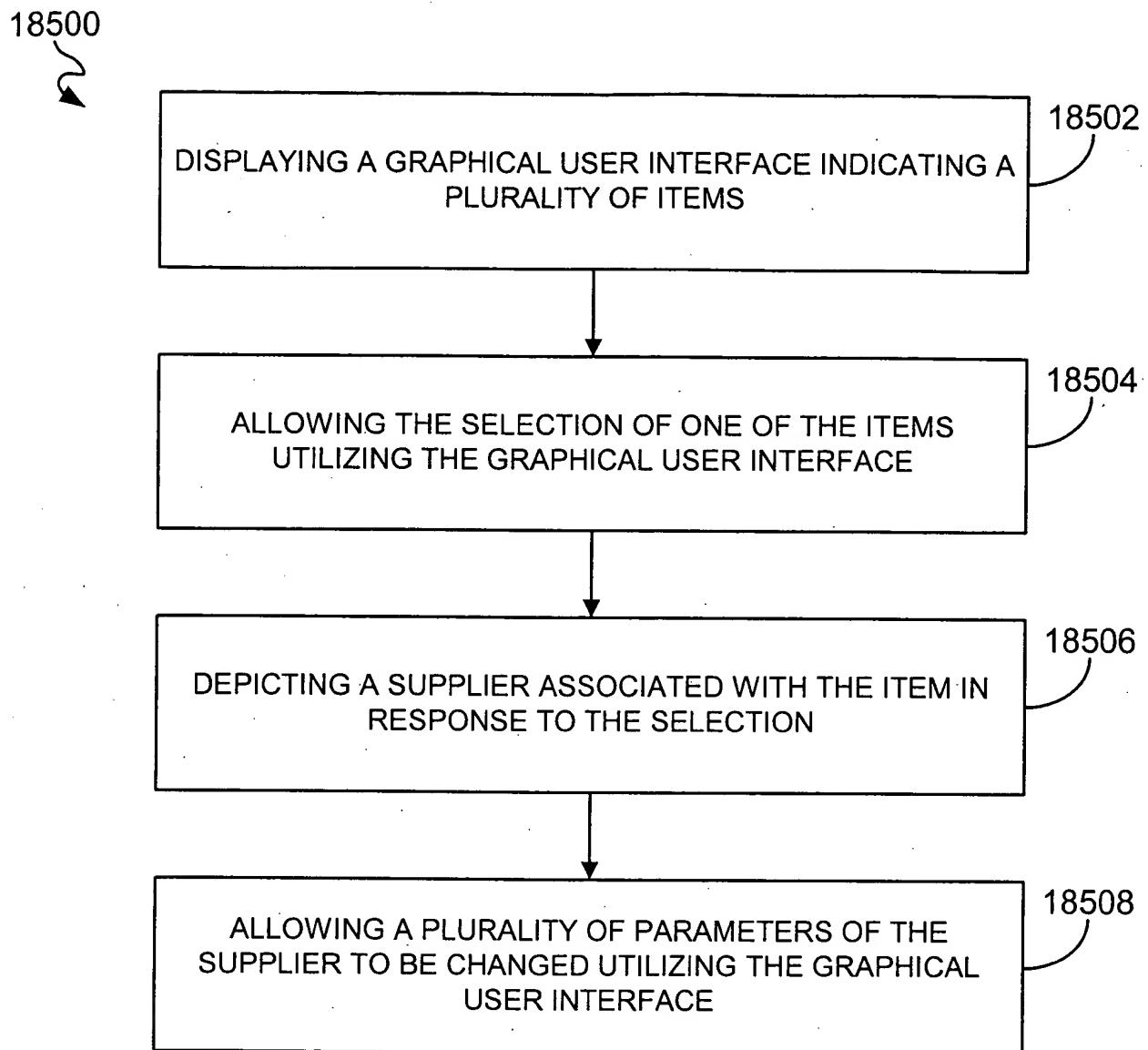


FIG. 185

18600

| Item Description | Supplier FOB |
|------------------|---------------------|
| CUP-COLD 16 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 22 OZ | DOPACO-DOWNTOWN, PA |
| CUP-COLD 32 OZ | DOPACO-DOWNTOWN, PA |

| | | | |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No: | CP2942 |
| Items per Case: | | Tie Qty: | 5 |
| Innerpack Contents: | 1200 | High Qty: | 5 |
| Item Size: | | Cases Per Pallet: | 25 |
| Item Shelf Life: | | Stacking Allowed: | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length: | 22.125 | Mandatory | Case Cube: 3.43 CUBIC FEET |
| Case Width: | 15.125 | Cases Per Truckload: | 769 |
| Case Depth: | 17.75 | Gross Weight: | 29.28 POUND(S) |
| Case U/M | INCHES | Net Weight: | 27.28 POUND(S) |

FIG. 186

18700



FIG. 187

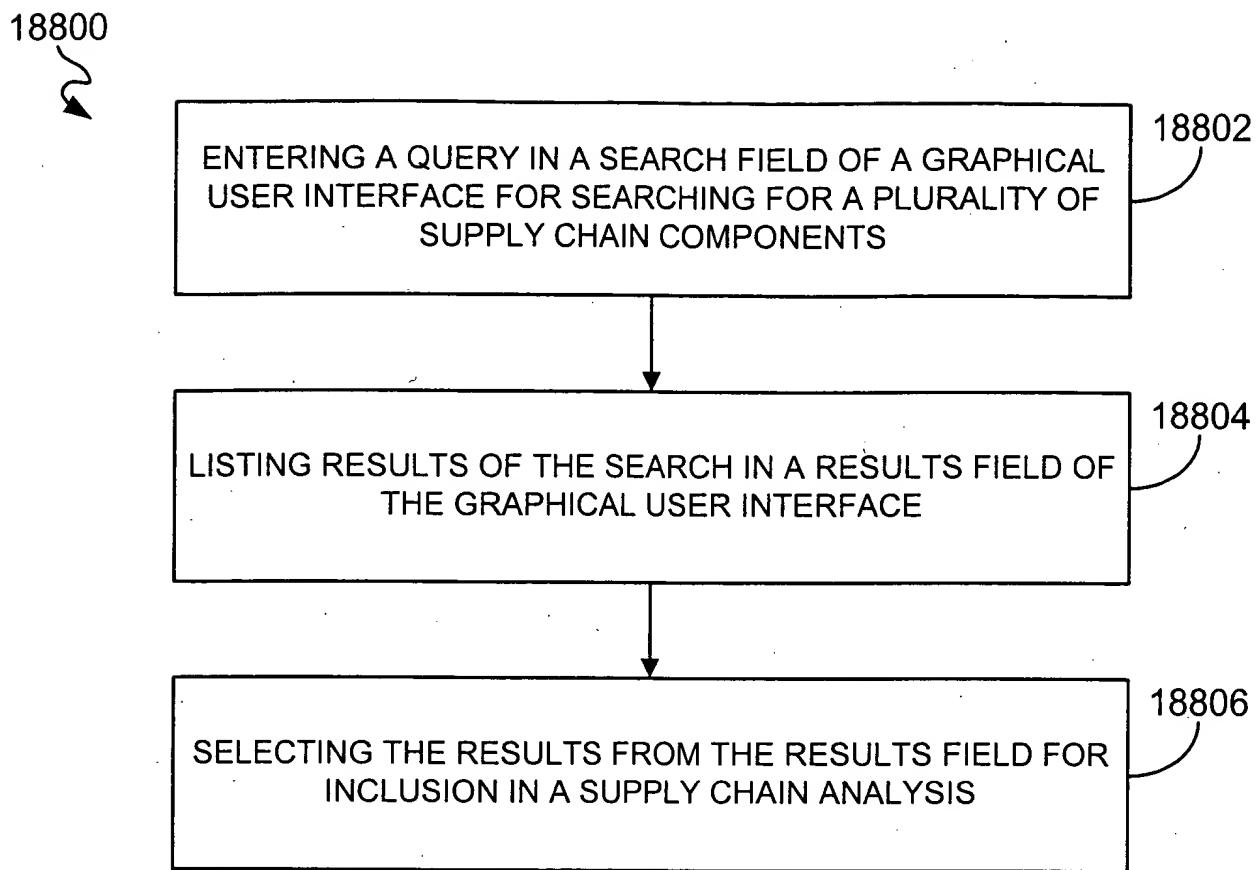


FIG. 188

18900



| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|----------------------|-------|---------|-------------|---------|---|
| CAVENDISH FARMS | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| J.R. SIMPLOT COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC. | | Pallet | 200,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Supplier FOB | Minimum | Maximum | Include |
|--------------------------------------|------------|-------------|---|
| LAMB-WESTON, INC.-PASCO, WA | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-RICHLAND, WA | 0 | 55,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| LAMB-WESTON, INC.-AMERICAN FALLS, ID | 90,000,000 | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 189

19000



| Supplier | Terms | SLP/PLT | Minimum | Maximum | Include |
|---------------------|-------|---------|-------------|---------|---|
| MCCAIN FOODS | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| NESTLE FOOD COMPANY | | Pallet | | | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| ORE-IDA FOODS | | Pallet | 225,000,000 | | <input checked="" type="radio"/> Yes <input type="radio"/> No |

| Supplier FOB | Minimum | Maximum | Include |
|---|------------|-------------|---|
| MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND | 18,000,000 | 30,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE | 45,000,000 | 50,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| MCCAIN FOODS, INC.-OTHELLO, WA | 27,000,000 | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |

FIG. 190

00913344665 - 04413001

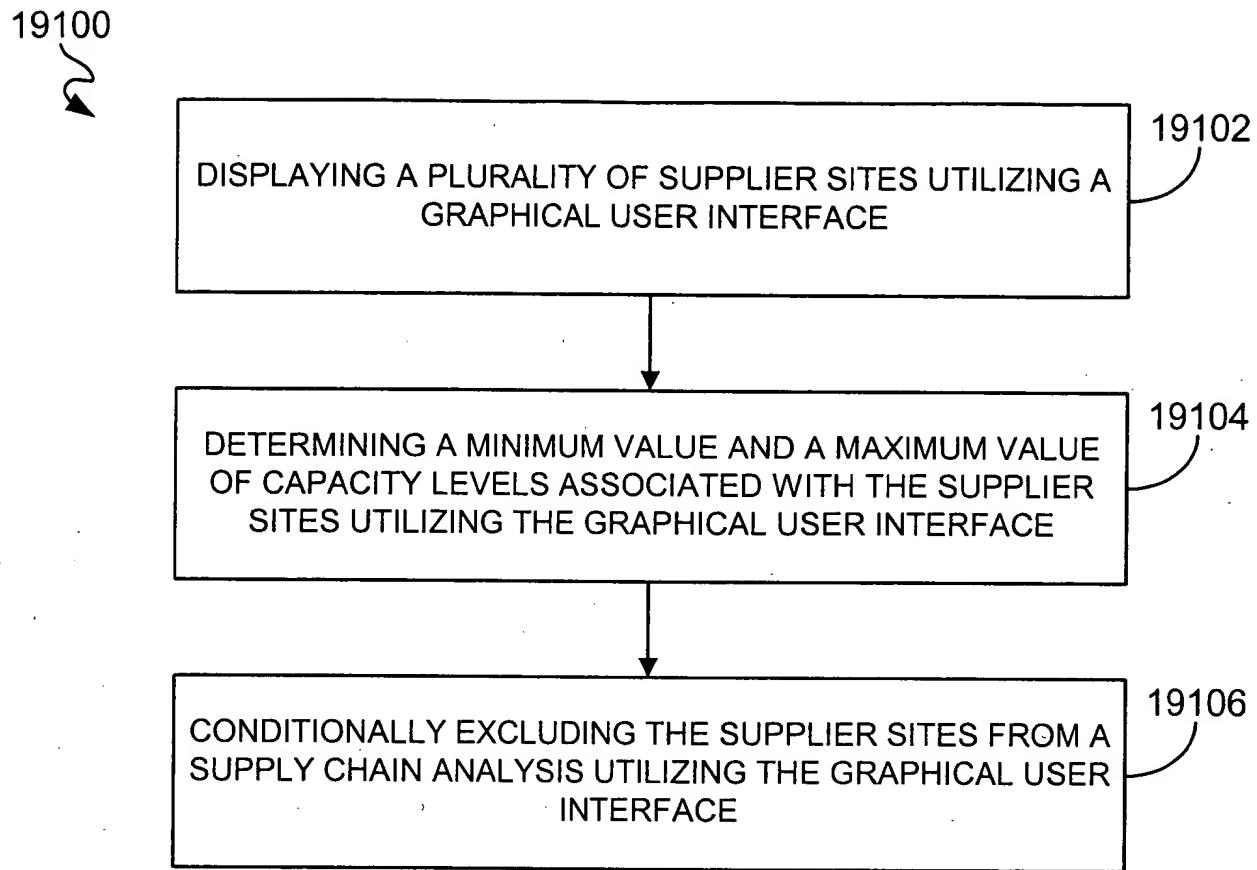
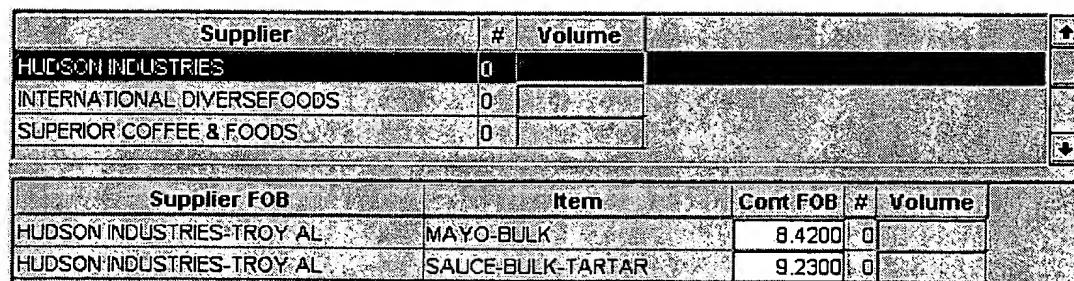


FIG. 191

04082344655-044313001

19200



| Supplier | # | Volume |
|----------------------------|---|--------|
| HUDSON INDUSTRIES | 0 | |
| INTERNATIONAL DIVERSEFOODS | 0 | |
| SUPERIOR COFFEE & FOODS | 0 | |

| Supplier FOB | Item | Cost FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK | 8.4200 | 0 | |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300 | 0 | |

FIG. 192

1.9300

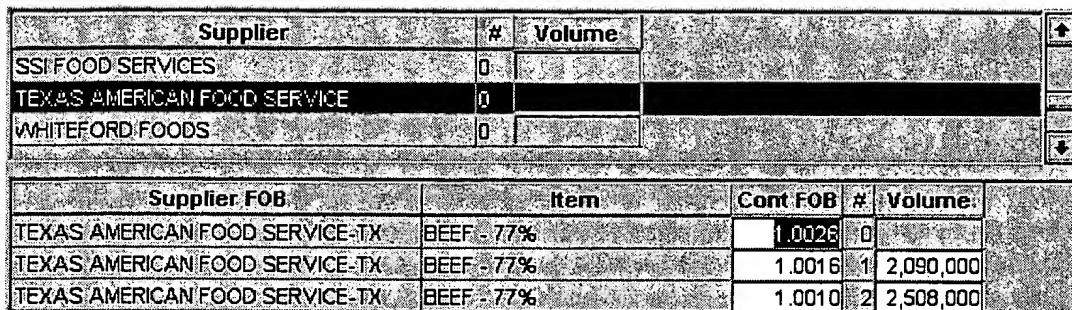


FIG. 193

19400

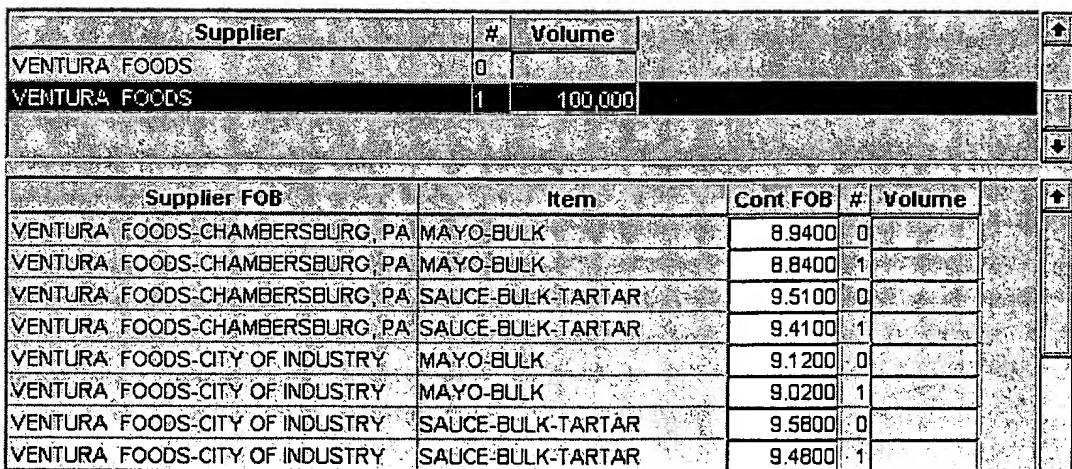
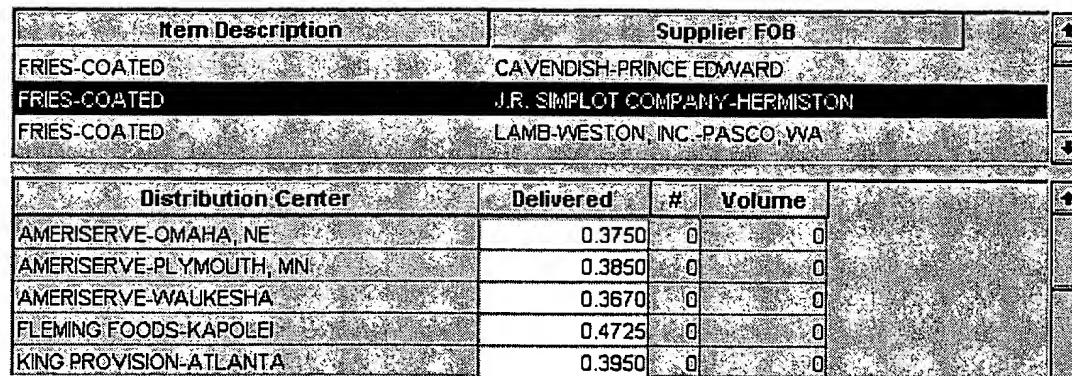


FIG. 194

19500



| Item Description | Supplier FOB | | |
|-------------------------|--------------------------------|---|--------|
| FRIES-COATED | CAVENDISH-PRINCE EDWARD | | |
| FRIES-COATED | J.R. SIMPLOT COMPANY-HERMISTON | | |
| FRIES-COATED | LAMB-WESTON, INC.-PASCO, WA | | |
| Distribution Center | Delivered | # | Volume |
| AMERISERVE-OMAHA, NE | 0.3750 | 0 | 0 |
| AMERISERVE-PLYMOUTH, MN | 0.3850 | 0 | 0 |
| AMERISERVE-WAUKESHA | 0.3670 | 0 | 0 |
| FLEMING FOODS-KAPOLEI | 0.4725 | 0 | 0 |
| KING PROVISION-ATLANTA | 0.3950 | 0 | 0 |

FIG. 195

0 9 9 2 4 4 6 6 5 5 0 4 4 4 3 0 4

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

FIG. 196

19700

Total Rest. Growth Amount ~ 19702

Usage Period 09/01/97 to 08/31/98

| Distribution Center | Current Rest. Count | Restaurant Growth % | Projected Avg. Rest. Count |
|------------------------------|---------------------|---------------------|----------------------------|
| AMERISERVE/POST-ALBUQUERQUE | 27 | 5.00% | 28 |
| AMERISERVE/POST-DENVER | 35 | 5.00% | 37 |
| AMERISERVE/POST-SALT LAKE/UT | 2 | 5.00% | 2 |
| AMERISERVE/OMAHA, NE | 166 | 5.00% | 174 |

FIG. 197

19800

Item: CHICKEN-PATTY Item Growth %: 0.00 Usage Period

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA | 44,035 | 166 | 98.49% | 24.12 | 4.00% | 49,205 |
| AMER-PLYMOUTH | 37,141 | 177 | 100.00% | 18.30 | 5.00% | 40,823 |
| AMER-MILWAUK | 38,520 | 188 | 100.00% | 19.02 | 0.00% | 42,909 |

FIG. 198

19900

DISPLAYING A PLURALITY OF SUPPLY CHAIN
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902

ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING
THE GRAPHICAL USER INTERFACE

19904

CALCULATING A PROJECTED PARAMETER AMOUNT
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS
BASED ON THE GROWTH VALUE

19906

FIG. 199

0983445504304

20000

| Supplier FOB | Address | | | |
|-------------------------------------|------------------------------|--------------------------------|---|--------------------------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 | |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 | |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 | |
| Distribution Center | | Lane Restriction | Honor TL Rate | |
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-DENVER | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE/POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-OMAHA, NE | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE-PLYMOUTH, MN | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

20100

| Supplier FOB | Address | | |
|-------------------------------------|---|---|--------------------------------|
| CAVENDISH FARMS | Dieppe | NB | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR | Hermiston | OR | 99999 |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID | 83211 |
| Distribution Center | | Lane Restriction | |
| AMERISERVE/POST-ALBUQUERQUE | <input type="radio"/> Solver | <input checked="" type="radio"/> Required | <input type="radio"/> Excluded |
| AMERISERVE/POST-DENVER | <input checked="" type="radio"/> Solver | <input type="radio"/> Required | <input type="radio"/> Excluded |

FIG. 201

20200

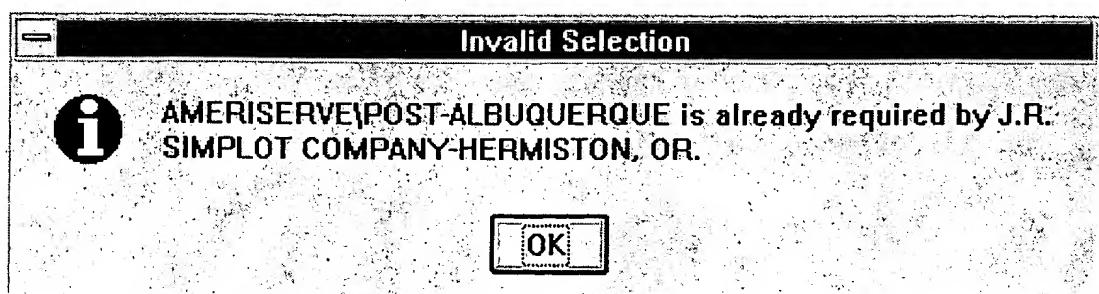


FIG. 202

20300

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20302

DESIGNATING A LANE RESTRICTION OF EACH OF THE DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER INTERFACE

20304

CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS IN A SUPPLY CHAIN ANALYSIS BASED ON THE DESIGNATION

20306

FIG. 203

20400

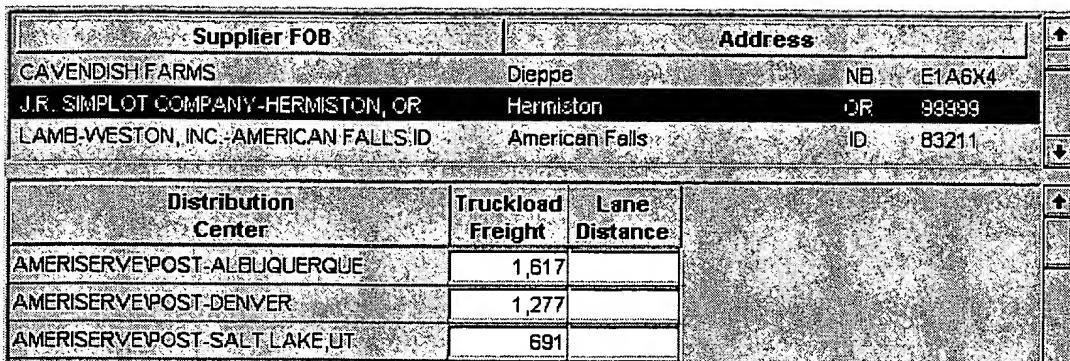


FIG. 204

20500

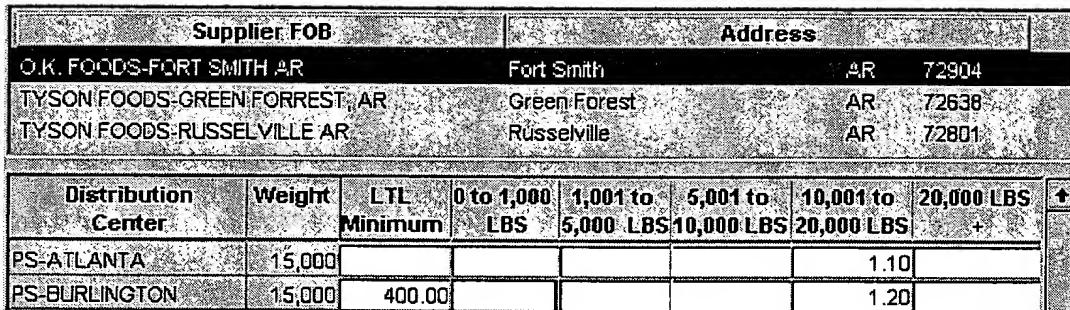


FIG. 205

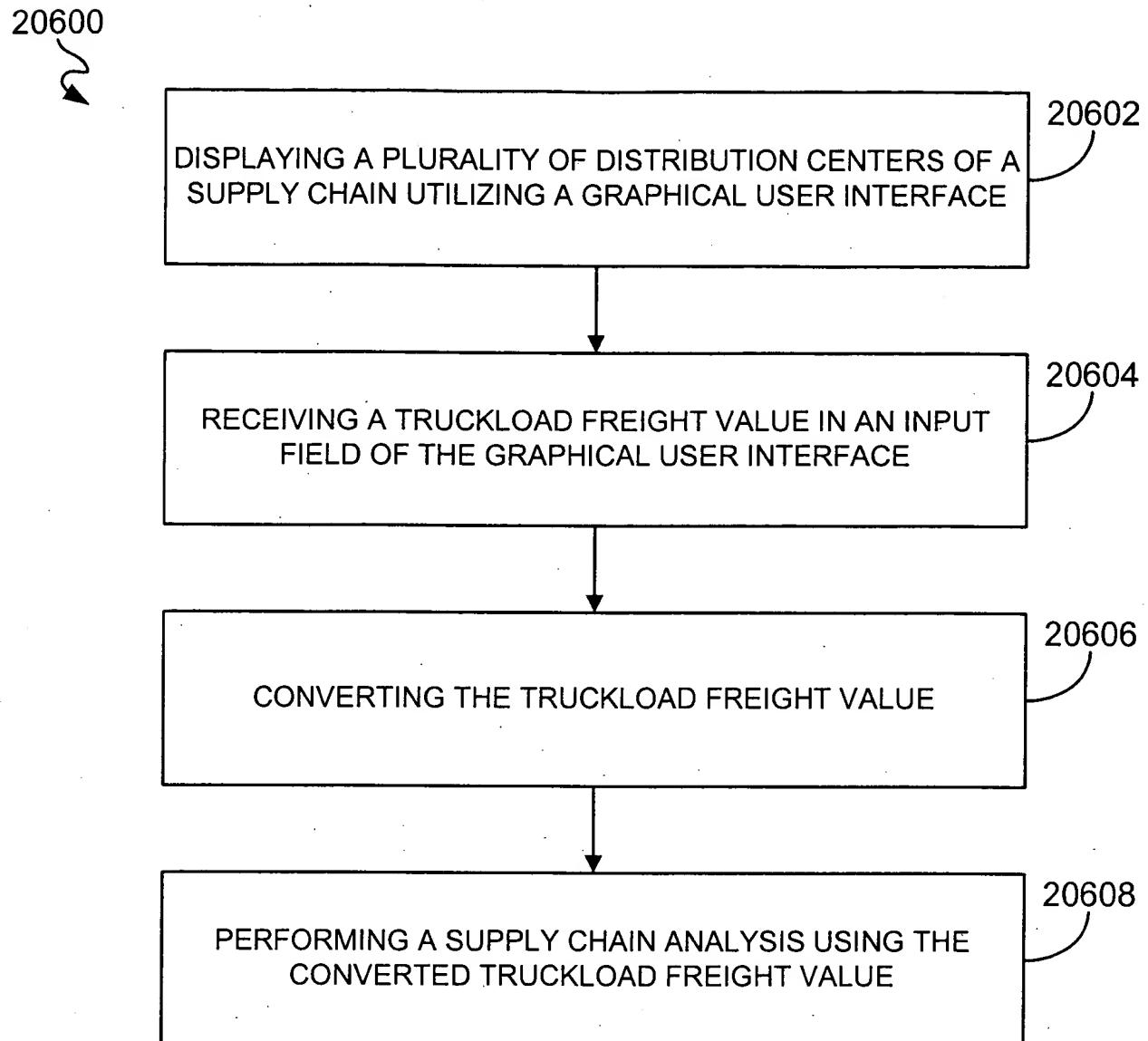


FIG. 206

20700

| | | | |
|--|---|--|--|
| Analysis Region MCCABE-PORTLAND/RNW-ANCHORAGE | Force FOB <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No | | |
| <table border="1"> <tr> <td>Distribution Center Name MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE</td> <td>Site Role Corporate & FOB Point Corporate & FOB Point</td> </tr> </table> | | Distribution Center Name MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE | Site Role Corporate & FOB Point Corporate & FOB Point |
| Distribution Center Name MCCABE QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE | Site Role Corporate & FOB Point Corporate & FOB Point | | |

FIG. 207

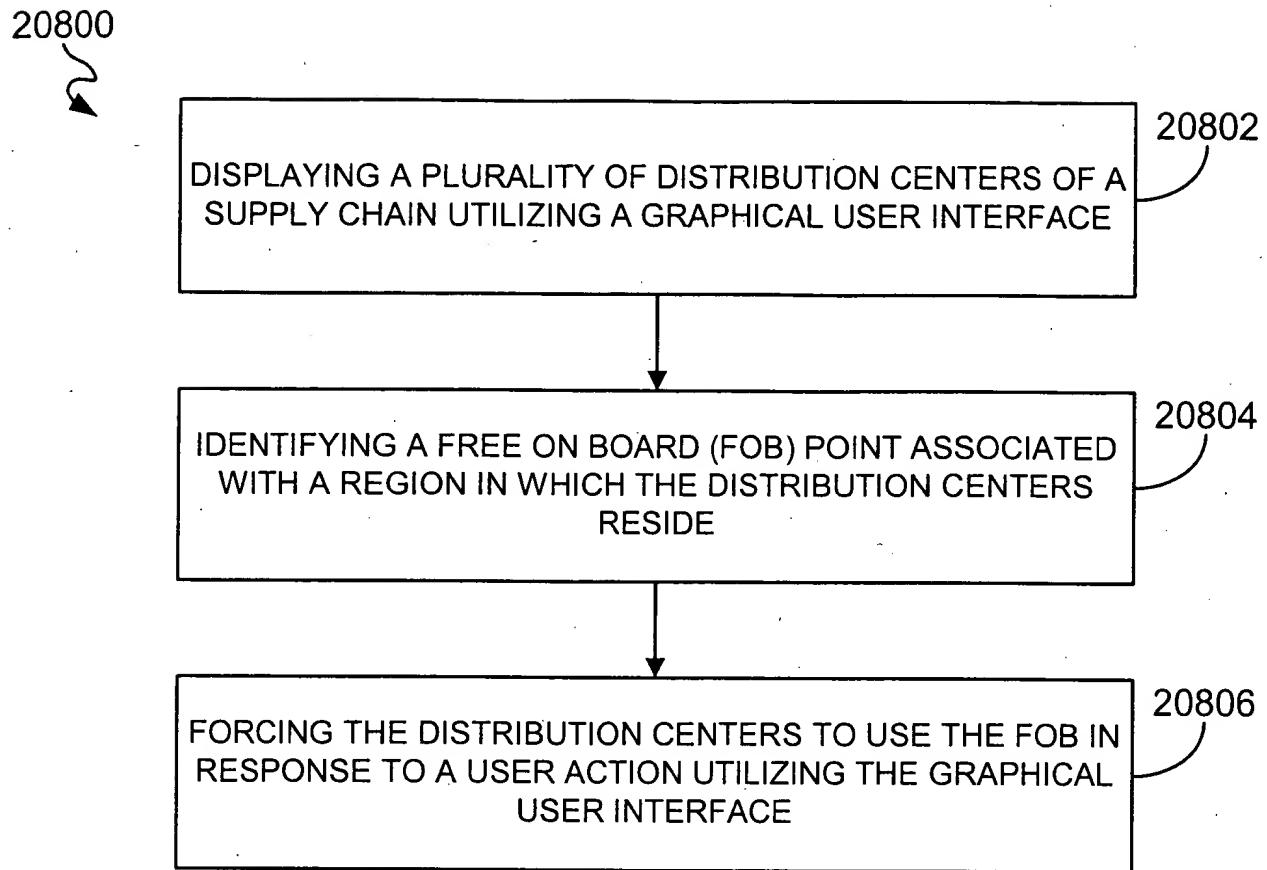


FIG. 208

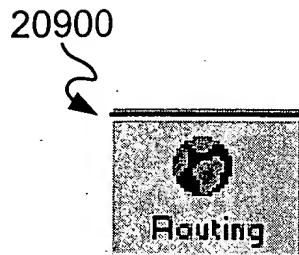


FIG. 209

21000

| Report Selection | |
|----------------------|------------------------------|
| Report Type: | Optimal Product Routing |
| Report Name: | Freight Information Provided |
| Report Parameters | |
| Supplier: | (All) |
| Supplier FOB: | (All) |
| Distribution Center: | (All) |
| Version: | Base Version |

- Freight Information Provided
- Freight Information Provided**
- LTL Routing Grid By Lane
- Routing Results By Lane
- Routing Results By Lane, Item
- Routing Results w/ RDC Breakout By Lane
- Routing Results w/ RDC Breakout By Lane, Item
- TL Freight Variance Analysis

FIG. 210

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102

DETERMINING A LOWEST COST ROUTING SCHEME FOR
EACH OF THE LANES

21104

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE
LOWEST COST ROUTING SCHEME

21106

FIG. 211

21200

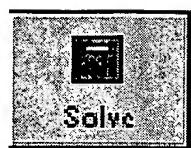


FIG. 212

21300

21302

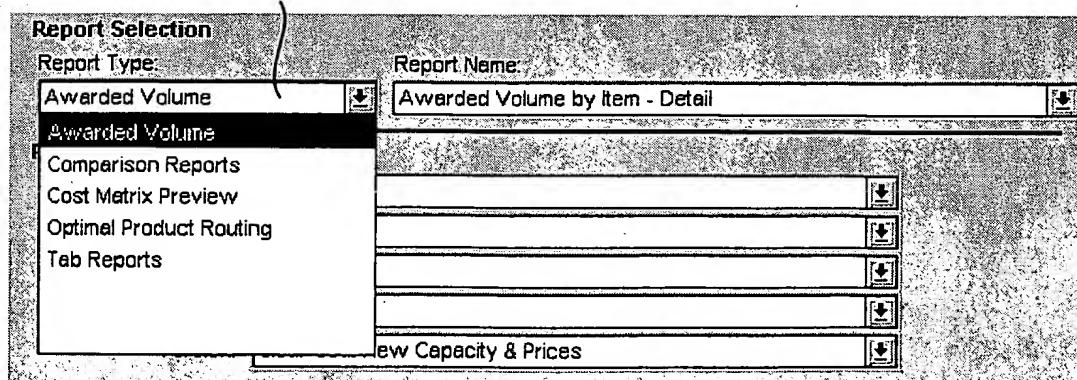


FIG. 213

21400

- Awarded Volume by Item - Detail
- Awarded Volume by Item - Detail
- Awarded Volume by Item - Freight
- Awarded Volume by Item - Summary
- Competing DC Freight Analysis by Item
- Lane Assignment Matrix
- Lane Weighted Average Delivered Cost

FIG. 214

21500

- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)
- Invoice FOB Detail Comparison (with conversion)
- Invoice FOB Savings Comparison (no conversion)
- Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

| | |
|--------------------|---|
| Report Type: | Report Name: |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

FIG. 216

21700

- Report Name:
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (no conversion)
- Assigned Volume Percentages (with conversion)
- Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

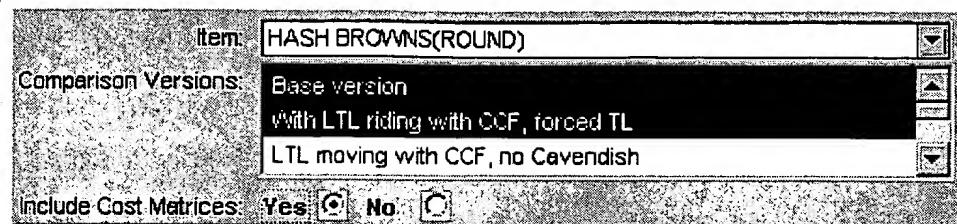


FIG. 218

21900



FIG. 219

00000000000000000000000000000000

22000

SELECTING A PLURALITY OF SUPPLY CHAIN ANALYSES

LOCATING RESULTS OF THE SELECTED SUPPLY CHAIN ANALYSES

COMPARING THE RESULTS OF THE SUPPLY CHAIN ANALYSES

GENERATING A REPORT ON THE COMPARISON

22002

22004

22006

22008

FIG. 220

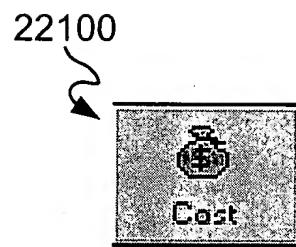


FIG. 221

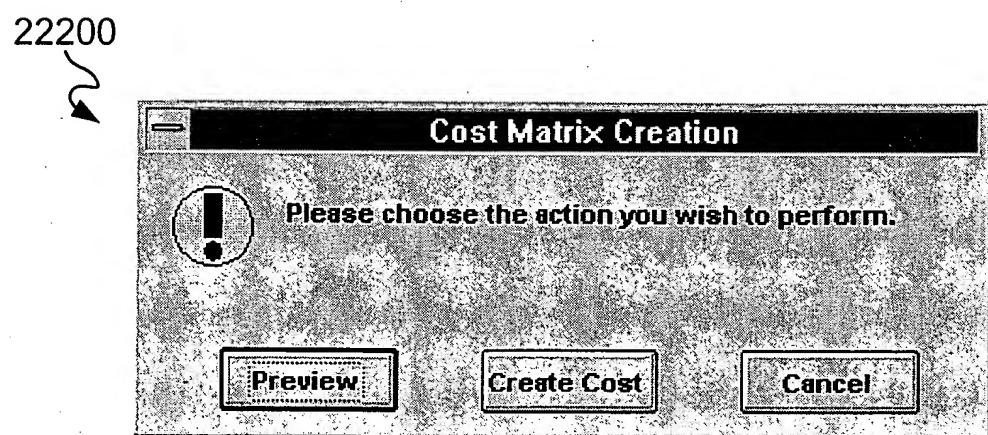


FIG. 222

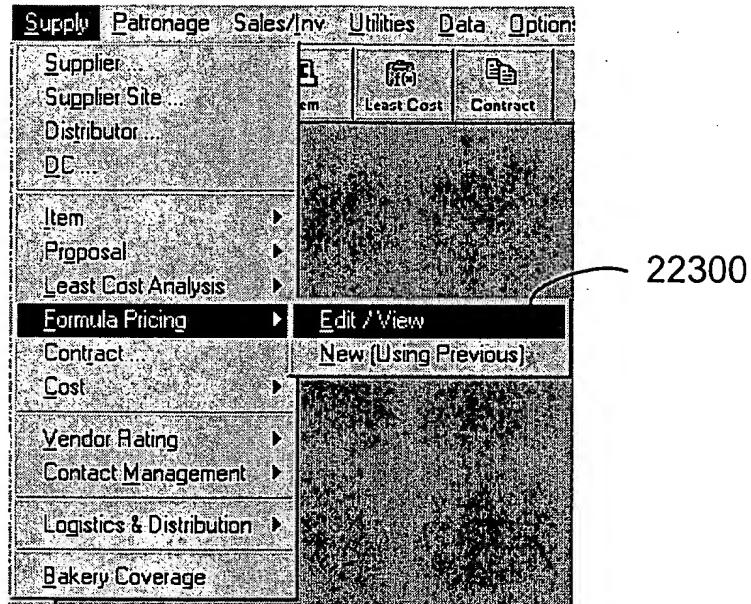


FIG. 223

22400

FIG. 224

22500

| Date | FRSH DOM 50% TRIM | FRSH DOM 65% TRIM | FRSH DOM 73% TRIM | FRSH DOM 75% TRIM | FRSH DOM 80% LEAN | FRSH DOM 85% LEAN | FRSH DOM 90% LEAN | FRSH DOM 90% LEAN BL | FRSH DOM 90% LEAN YW | FRZN DOM 90% LEAN BL | IMP AUS 90% LEAN | Lean Fine Txtr Beef |
|----------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|----------------------|----------------------|----------------------|------------------|---------------------|
| 03/23/98 | 0.8800 | 0.9100 | 0.9052 | 0.9300 | 0.9318 | 0.9900 | 0.9900 | 0.9950 | 1.0000 | 0.9500 | 0.9500 | 0.7980 |
| 03/24/98 | 0.8800 | 0.9100 | 0.9149 | 0.9400 | 0.9224 | 0.9800 | 1.0000 | 1.0500 | 1.1000 | 0.9400 | 0.9600 | 0.8400 |
| 03/25/98 | 0.8800 | 0.9150 | 0.8857 | 0.9100 | 0.9224 | 0.9800 | 1.1000 | 1.1500 | 1.2000 | 0.9500 | 0.9300 | 0.9200 |
| 03/26/98 | 0.8850 | 0.9155 | 0.8945 | 0.9190 | 0.9275 | 0.9855 | 1.2000 | 1.2500 | 1.3000 | 0.9800 | 0.9500 | 1.0000 |
| 03/27/98 | 0.8900 | 0.9200 | 0.9344 | 0.9600 | 0.9275 | 0.9855 | 1.0000 | 1.0500 | 1.1000 | 0.9550 | 0.9800 | 0.8400 |
| 03/30/98 | 0.8800 | 0.9300 | 0.9441 | 0.9700 | 0.9318 | 0.9900 | 0.9995 | 0.9998 | 1.0000 | 0.9870 | 0.9650 | 0.7998 |
| 03/31/98 | 0.8860 | 0.9160 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.1250 | 1.1500 | 0.9550 | 0.9870 | 0.9000 |
| 04/01/98 | 0.8700 | 0.9200 | 0.9393 | 0.9650 | 0.9224 | 0.9800 | 1.2000 | 1.2300 | 1.2600 | 0.9630 | 0.9630 | 0.9840 |
| 04/02/98 | 0.8500 | 0.9400 | 0.9490 | 0.9750 | 0.9318 | 0.9900 | 1.0000 | 1.0250 | 1.0500 | 0.9540 | 0.9870 | 0.8200 |
| 04/03/98 | 0.8515 | 0.9700 | 0.9539 | 0.9800 | 0.9412 | 1.0000 | 1.1000 | 1.0750 | 1.0500 | 0.9580 | 0.9870 | 0.8600 |
| | 0.8753 | 0.9247 | 0.9275 | 0.9529 | 0.9300 | 0.9881 | 1.0690 | 1.0950 | 1.1210 | 0.9572 | 0.9659 | 0.8760 |

FIG. 225

22600

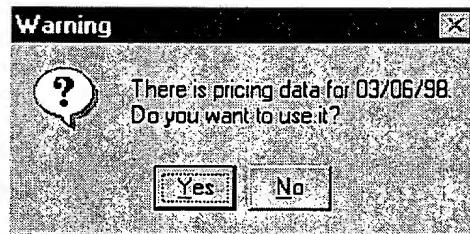


FIG. 226

22700

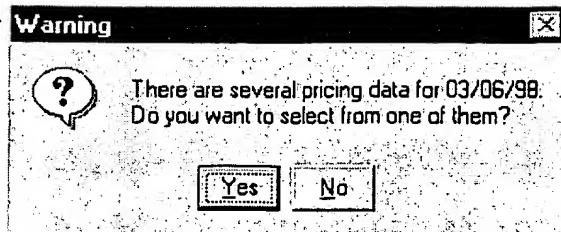


FIG. 227

22800

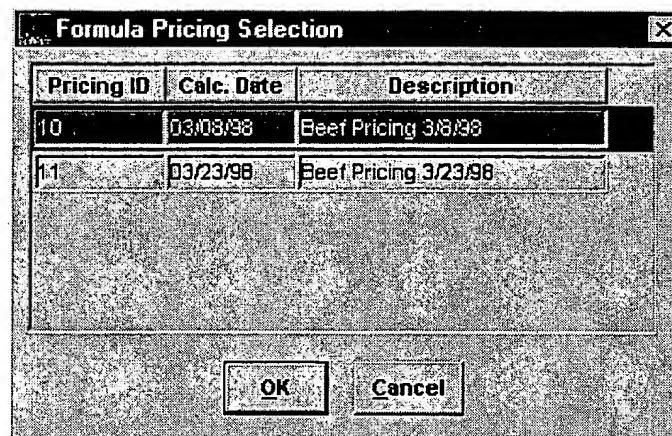


FIG. 228

22900

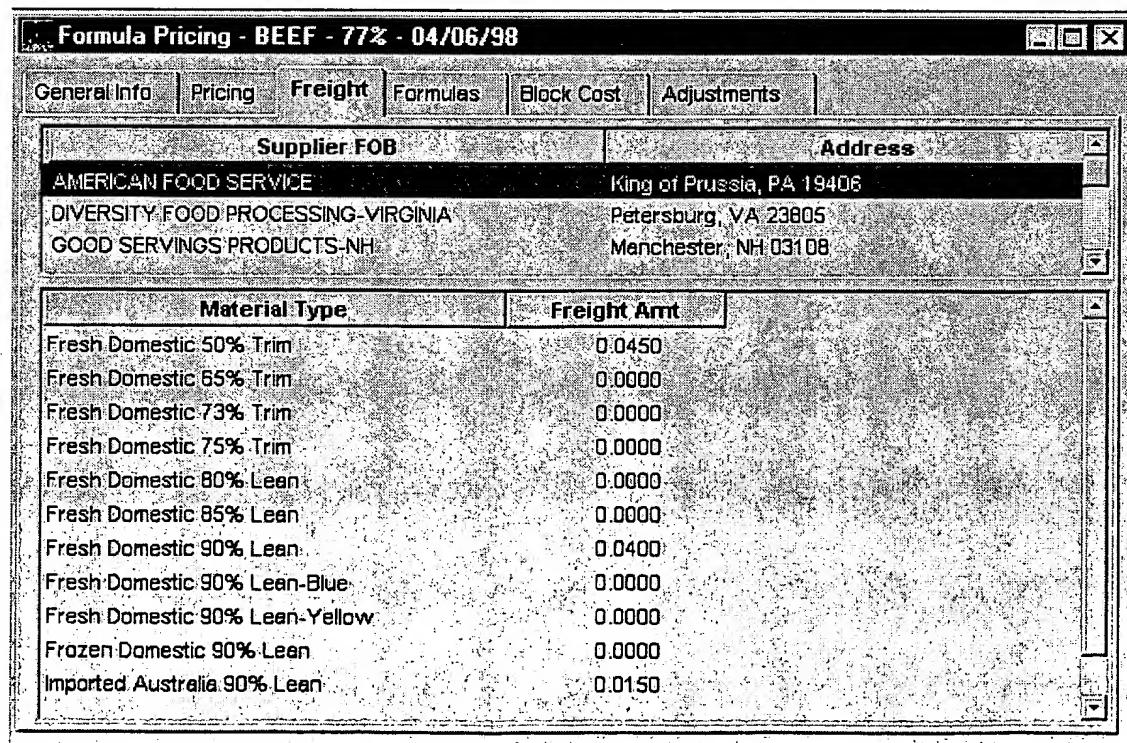


FIG. 229

23000



| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | | | | | | | |
|---|---------|--------|---------|--------|----------|--------|------------|--------|-------------|--------|--------|--------|
| General Info | Pricing | | Freight | | Formulas | | Block Cost | | Adjustments | | Total | |
| Formula | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost | Pct. | Cost |
| AFS-1 | 0.3120 | 0.2871 | | | | | | | 0.1880 | 0.2134 | 0.4000 | 0.3924 |
| DIV-1 | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1358 | | 0.2000 | 0.2180 | 0.3200 | 0.3139 | 0.9941 |
| GS-1 | 0.3270 | 0.3042 | | | | | | | 0.1730 | 0.1972 | 0.3600 | 0.3549 |
| S&C-1 | 0.2414 | 0.2200 | | | | | 0.2179 | 0.2028 | 0.2173 | 0.2153 | 0.2179 | 0.2386 |
| SER-1 | 0.3250 | 0.2926 | | | | | | | 0.1750 | 0.1951 | 0.3650 | 0.3571 |
| TEX-1 | 0.3090 | 0.2766 | | | | | | | 0.3410 | 0.3802 | 0.2500 | 0.2452 |
| WH-1 | 0.3250 | 0.2958 | | | | | | | 0.1750 | 0.1959 | 0.3650 | 0.3608 |
| WIS-1 | 0.3325 | 0.2977 | | | | | | | 0.4675 | 0.5169 | 0.1000 | 0.0986 |
| | | | | | | | | | 0.1000 | 0.0911 | 0.0890 | 1.0018 |

FIG. 230

23100



| Formula Pricing - BEEF - 77% - 04/06/98 | | | | | | |
|---|-------------------|---------|------------|------------|-------------|-------------------------------------|
| General Info | Pricing | Freight | Formulas | Block Cost | Adjustments | |
| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include? |
| AFS-1 | 0.9840 | 0.99 | \$0.9990 | 0.1232 | \$1.1222 | <input checked="" type="checkbox"/> |
| DIV-1 | 0.9941 | 0.98 | \$1.0123 | 0.1669 | \$1.1792 | <input checked="" type="checkbox"/> |
| GS-1 | 0.9866 | 0.98 | \$1.0037 | 0.1287 | \$1.1324 | <input checked="" type="checkbox"/> |
| S&C-1 | 0.9721 | 1.00 | \$0.9721 | 0.1457 | \$1.1178 | <input checked="" type="checkbox"/> |
| SER-1 | 0.9684 | 0.99 | \$0.9831 | 0.1325 | \$1.1156 | <input checked="" type="checkbox"/> |
| TEX-1 | 0.9916 | 0.99 | \$1.0067 | 0.1232 | \$1.1299 | <input checked="" type="checkbox"/> |
| WH-1 | 0.9765 | 0.98 | \$0.9939 | 0.1275 | \$1.1214 | <input checked="" type="checkbox"/> |
| WIS-1 | 1.0018 | 0.98 | \$1.0202 | 0.1334 | \$1.1536 | <input checked="" type="checkbox"/> |

FIG. 231

TO 0143543200

23200

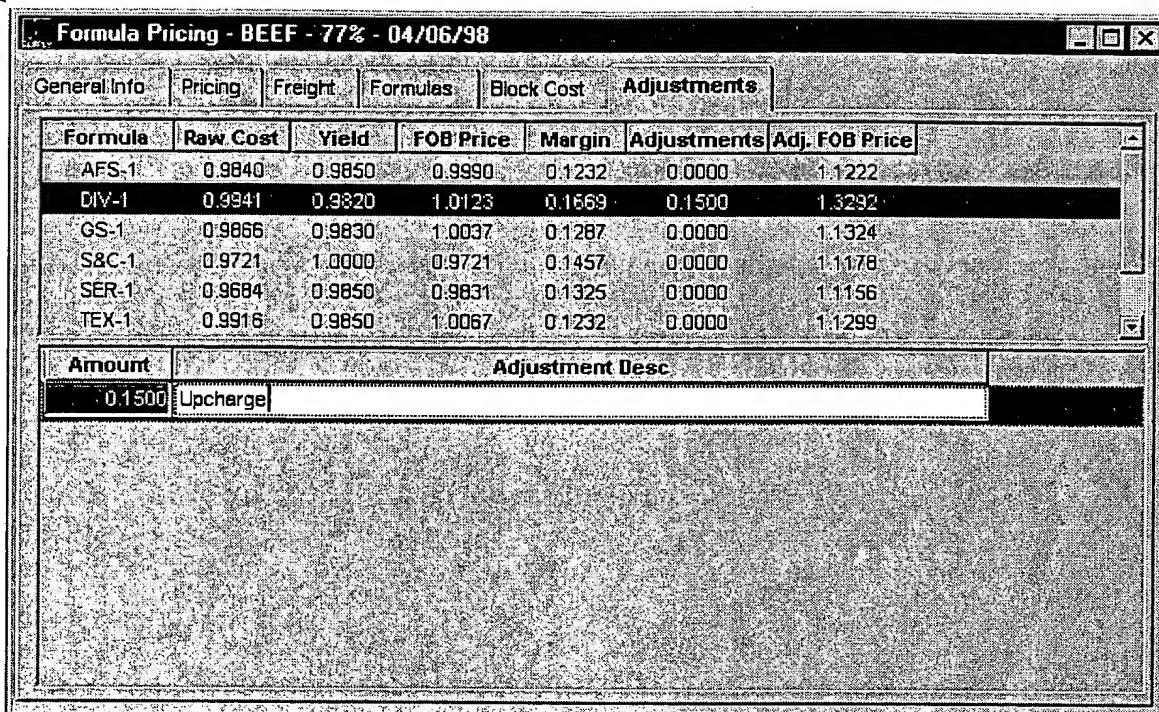


FIG. 232

O SISTEMA DE

23300

23302

FIG. 233

23400



FIG. 234

23500

| Formula Maintenance | | | |
|---------------------|--------------------------------------|---------------------------------|------------|
| Formula ID | Facility | Description | Short Name |
| 5 | AMERICAN FOOD SERVICE | American Food Service Formula A | AFS-1 |
| 7 | DIVERSITY FOOD PROCESSING - VIRGINIA | DIV Formula - 1b | DIV-1 |
| 8 | GOOD SERVINGS PRODUCTS - NH | Good Servings Formula 1 | GS-1 |

Number of Rows: 14

| Material Type | Begin Date | Percentage |
|-------------------------|------------|------------|
| Fresh Domestic 50% Trim | 10/03/1997 | 31.2000% |
| Fresh Domestic 73% Trim | 10/01/1996 | 20.0000% |
| Fresh Domestic 85% Lean | 10/01/1997 | 5.0000% |
| Fresh Domestic 90% Lean | 10/01/1997 | 18.8000% |

Number of Rows: 6

FIG. 235

00034465 - 043304

23600

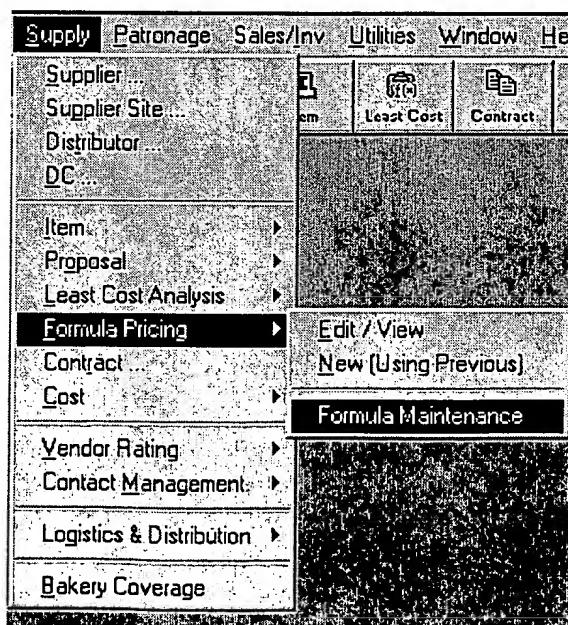


FIG. 236

| |
|----------------------|
| Distribution Center: |
|----------------------|

23700

| |
|-------------------------|
| Time Period (Month/Yr): |
|-------------------------|

Delivery Order Fill Rate - Addendum 1

| |
|----------------------|
| Total Cases Ordered: |
|----------------------|

| Operations: | Warehouse Outs | Damages | MsPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|---------|----------------|-----------------------------|------------------|
| Cases: | | | | | | 0 |
| Percent: | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases: | | | | 0 |
| Percent: | #DIV/0! | #DIV/0! | #DIV/0! | #DIV/0! |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations: | 0 | #DIV/0! |
| Purchasing: | 0 | #DIV/0! |
| Grand Total: | 0 | #DIV/0! |

| | |
|---------------------------|---------|
| Delivery Order Fill Rate: | #DIV/0! |
|---------------------------|---------|

On-Time Delivery Rate - Addendum 2

23702

| | |
|--------------------------|---------|
| Total # of Deliveries: | |
| # of On-Time Deliveries: | |
| On-Time Delivery Rate: | #DIV/0! |

Perfect Order Rate

| | |
|----------------------------|---------|
| Total # of Deliveries: | |
| Total # of Perfect Orders: | |
| Perfect Order Rate: | #DIV/0! |

Signature: _____

Date: _____

FIG. 237

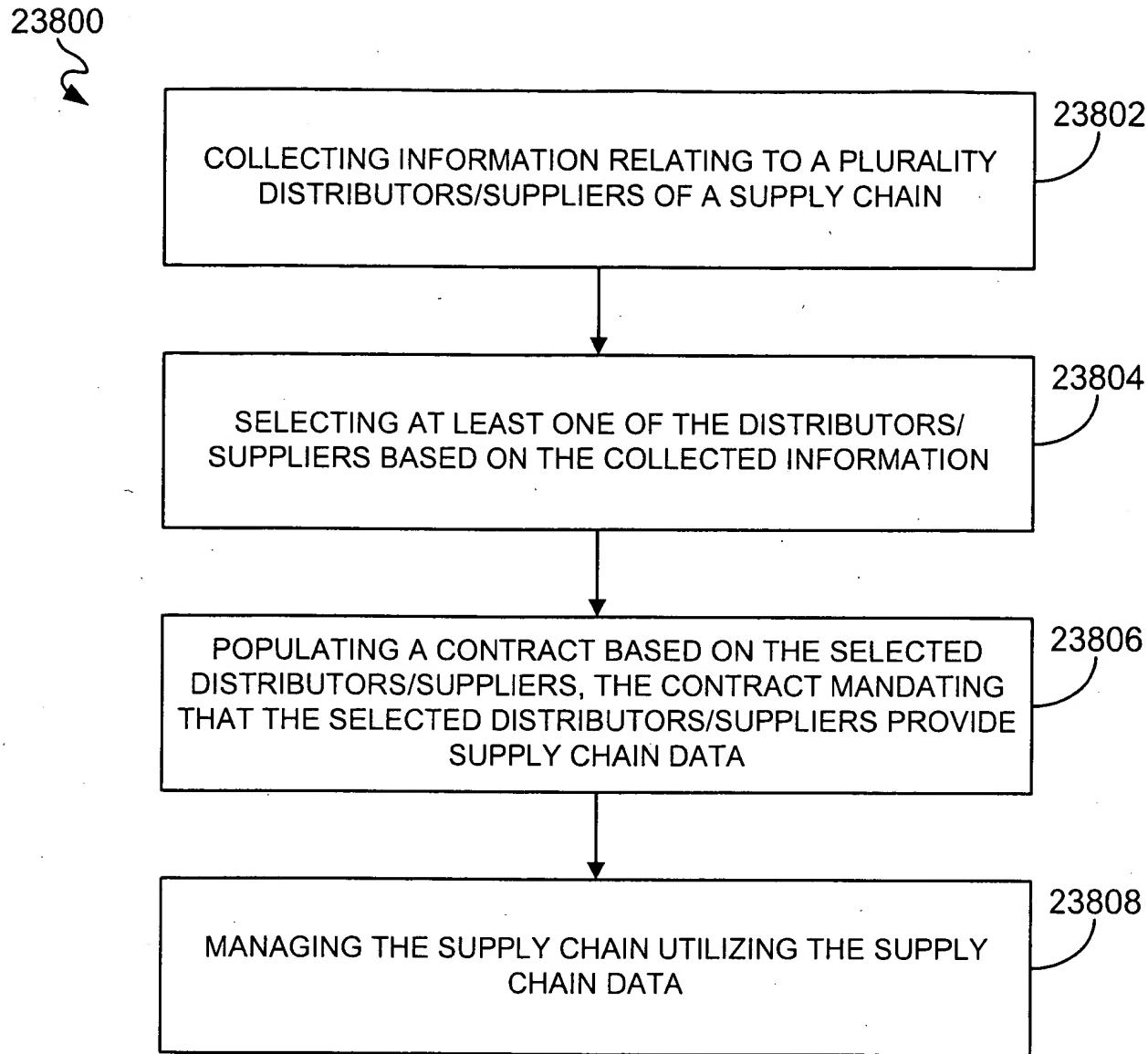


FIG. 238

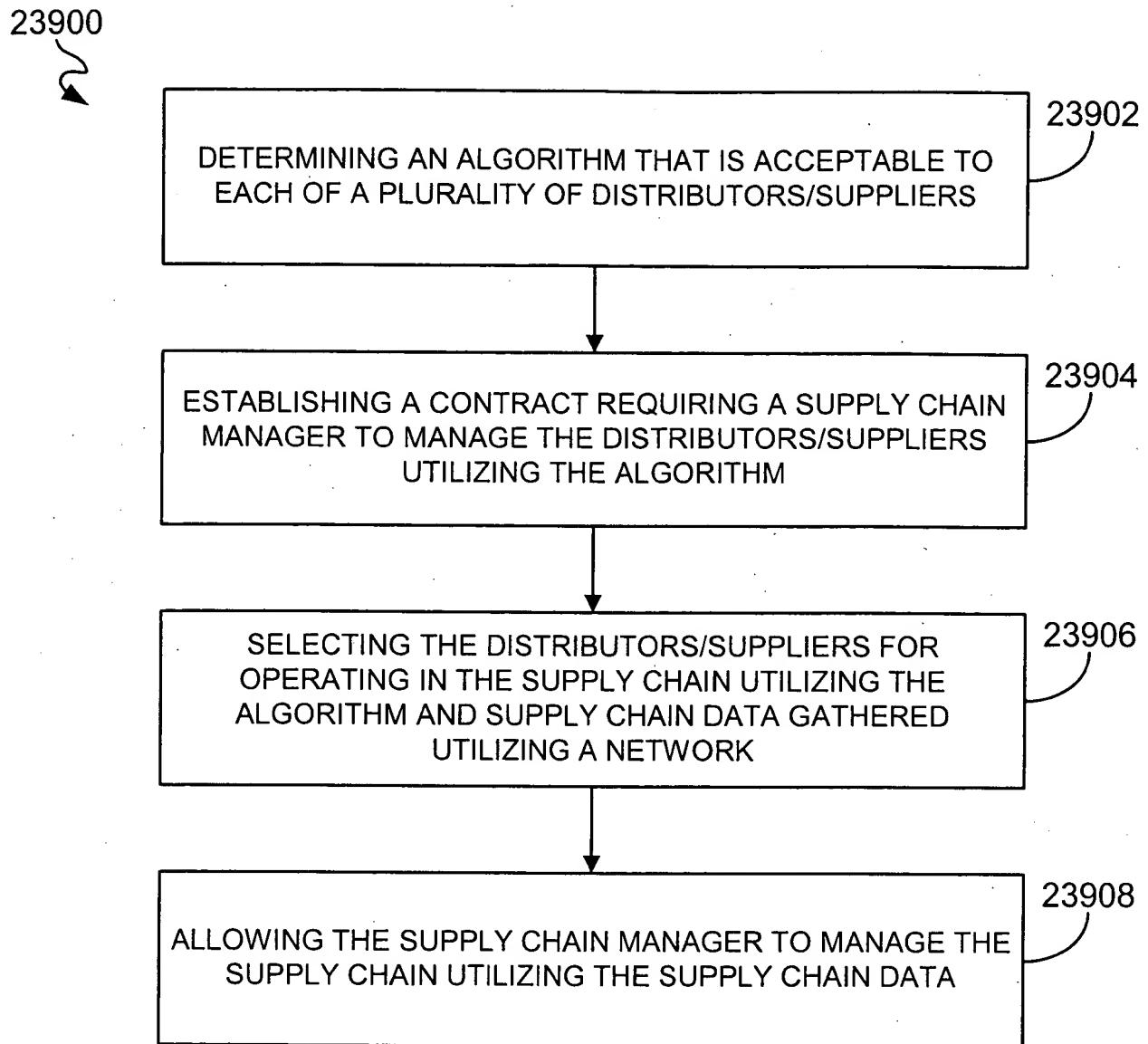


FIG. 239

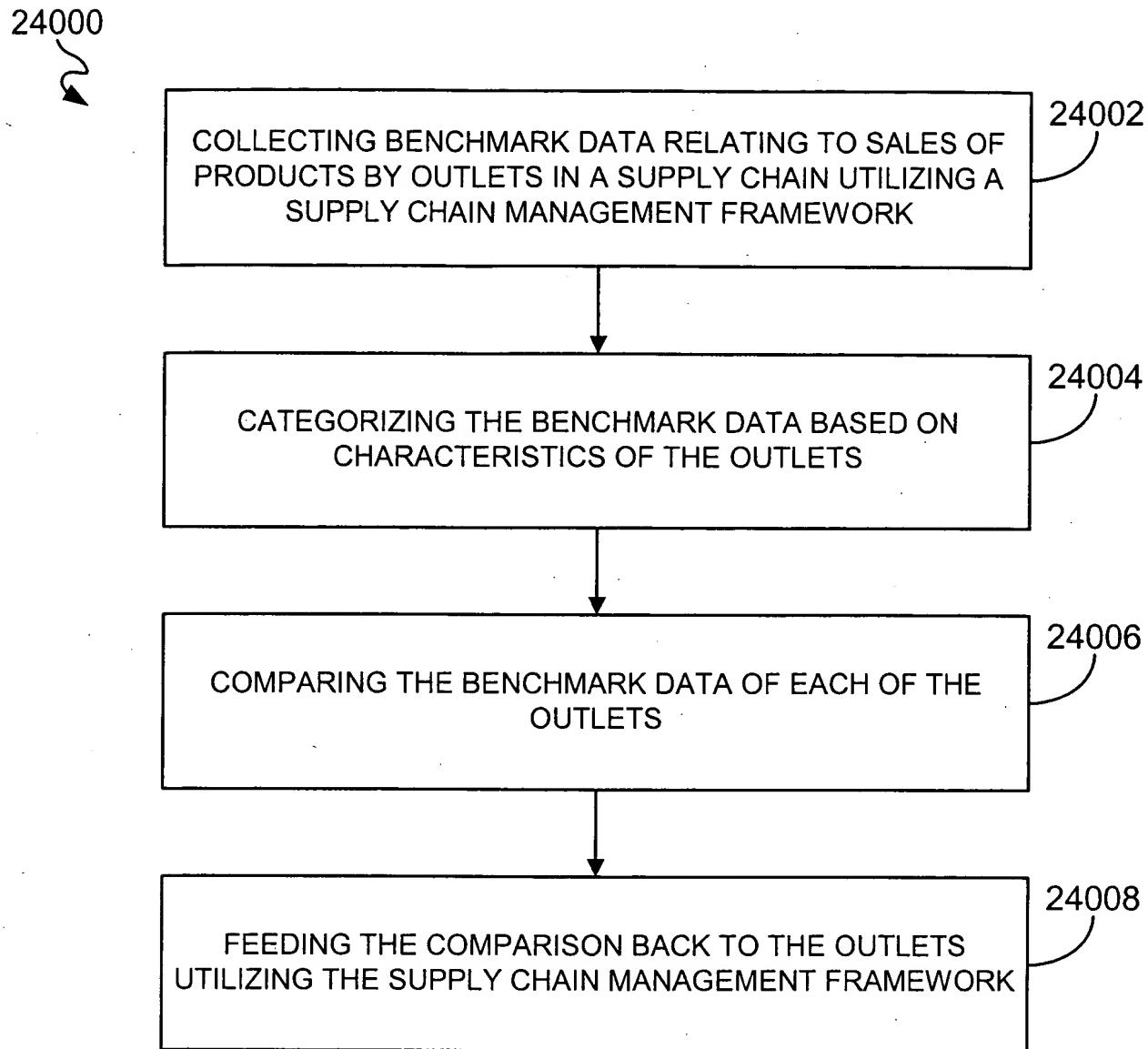


FIG. 240

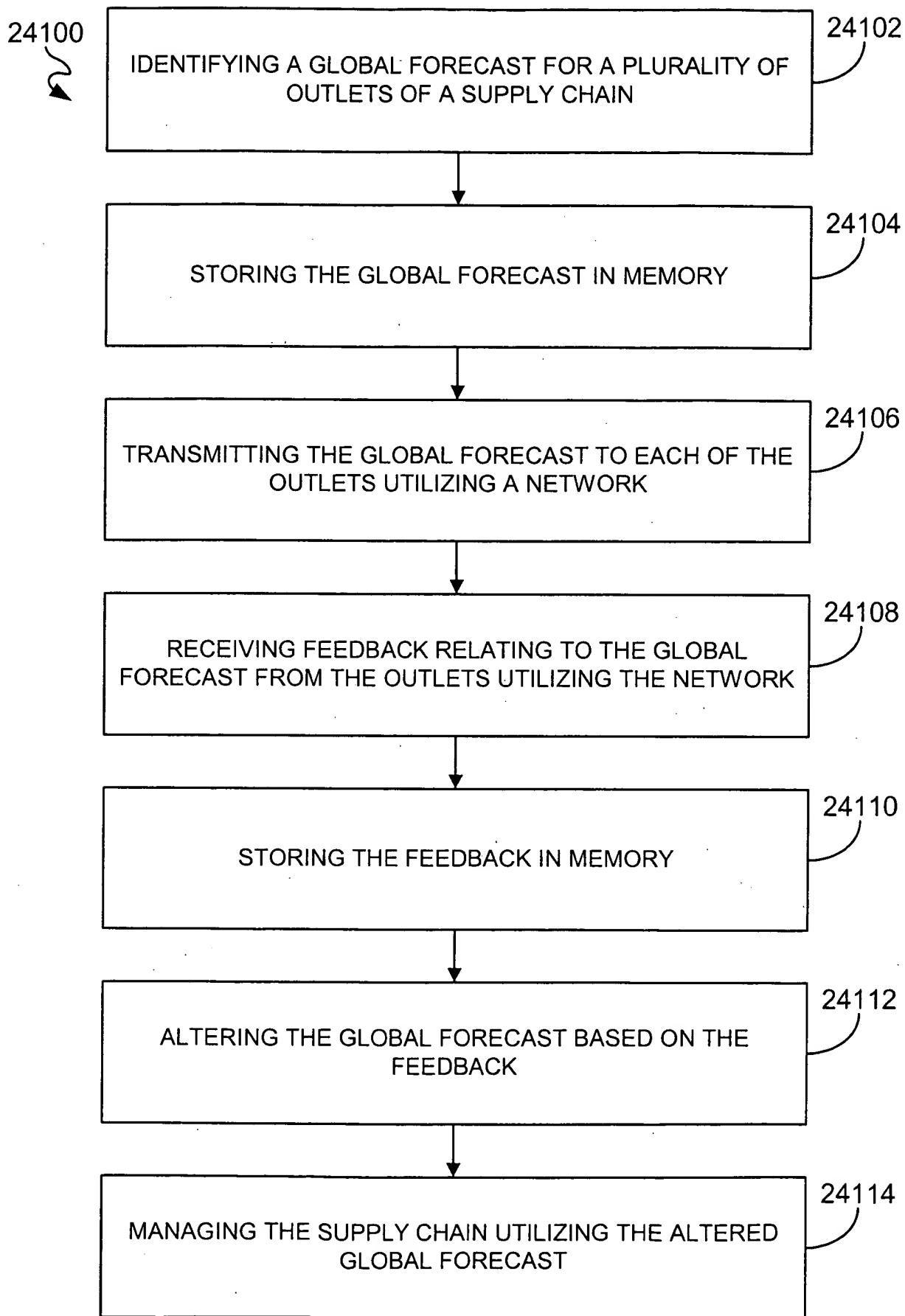


FIG. 241